

# SPOTLIGHT



APRIL 2019



**BEST WEEK EVER**

**\$6.84 MILLION**

**BEST MONTH EVER**

**\$25.6 MILLION**

**BEST QUARTER EVER**

**\$63.2 MILLION**

**HIGHEST AGENT COUNT EVER**

**7,413 AGENTS**



# REMEMBER WHERE YOU CAME FROM



### Steve Greer

Chief Executive Officer  
AIL/NILICO Agency Divisions

**THE NEXT TIME YOU'RE GIVEN THE OPPORTUNITY TO HELP SOMEONE PROFESSIONALLY, I'D ENCOURAGE YOU TO STOP AND CONSIDER IT ... TRY TO REMEMBER THOSE PEOPLE WHO HELPED PAVE THE WAY FOR YOUR SUCCESSES — THINK OF HOW PROUD THEY'LL BE TO KNOW THEY'VE TAUGHT YOU WELL. — DANIEL KIM**

**W**HEN SOMEONE SAYS TO SOMEONE else, "Don't forget where you came from," it's usually because that person is acting 'too big for their britches,' as they say in Kentucky. If you aren't from

Kentucky and aren't familiar with that expression, it's almost a given that you'd hear it from your parents at least once while you were growing up. It means you're acting disrespectful, ungrateful or arrogant.

Ask any of our top producers, managers and SGAs and they'll tell you that truly successful people never forget where they came from. They never forget what their life was like before AIL/NILICO. They never forget how much they hated their 9-5 job. They never forget what it was like to be broke. They never forget what it was like to be a newbie learning the ropes. They never forget how they struggled in the beginning. They never forget the days when success meant making the rent, paying the utilities, scraping together money for food and basic transportation. We've all been there to one degree or another.

There's one more important thing successful people don't forget: they never forget those who contributed to their success in any way. None of us did it alone. We all had help whether we admit it or not. We must never lose sight of the people who have helped us on our journey. It's not about repaying them for what they've done; it's about being grateful and showing that we don't take people or things for granted. I will never pass up an opportunity to thank my cousin and mentor, Durhon

Oldham, for offering this unhappy accountant a chance with American Income Life and teaching me the fundamentals of the business. And, like any good mentor and friend, I can always count on Durhon to help me stay humble, grounded and in touch with reality.

The next step should be obvious. The best way to demonstrate that we remember where we came from (and show our mentors they taught us well) is to pay our success forward, doing what was done for us. Sharing how we have overcome challenges helps us to continue pressing on and encourages others. As author Tim Denning says, "If you've had your chance in the spotlight, help others get theirs." There isn't much more satisfying than guiding others toward success. Seeing their growth will also inspire us to continue to achieve even more. Once the mentoring bug gets in your blood, it's as addictive as potato chips and as natural as breathing.

While it's true that we can't go forward without leaving the past behind, from time to time we can stop and look back. Everything we've learned between then and now will help give us the perspective to see how far we've come, appreciate every step we've taken along the way, and plant the desire to pay our success forward to the next generation of AIL/NILICO. 🌟

## SPOTLIGHT

www.arc.aillife.com/arc/spotlight  
A monthly publication spotlighting top producers of American Income Life and National Income Life

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## APRIL 2019

VOL. 52 NO. 4

### SGA Career Track

#### New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: [futuresga@aillife.com](mailto:futuresga@aillife.com).



### Required Retention Rate

Effective Jan. 1, 2018, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: **73.0%**  
Net to Gross: **80%**

### Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Friday 5/24 before 2:00 p.m. CST**. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Wednesday 5/29**. eApp business excluded from the 7 day hold should be uploaded by **Friday 5/31 before 3:30 p.m. CST** to count for **May** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

# \$7,686,533

**in total bonuses were paid out this month by AIL and NILICO.** For more information on the monthly bonuses, turn to **Page 32-41**.

**Spotlight Digital** is now on the web!  
A digital publication spotlighting top producers of AIL & NILICO

[spotlight.ailagents.com](http://spotlight.ailagents.com)  
Username: **AIL** Password: **#ownit2019**

See your SGA or manager if you need assistance.

**\* Look for the asterisk!** The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2020 Awards Presentation are: the Top SGA per category from Categories I-XI based on Performance Factor (minimum 100%), the top MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top five SAs, the top ten Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2020 Convention Qualifications online at [www.aillife.com](http://www.aillife.com) or [www.nilife.com](http://www.nilife.com). **Check your production!** If there is an asterisk by your position, you could be on your way to stay at the wonderful Grand Hyatt Baha Mar in the Bahamas! The convention will be held May 12-15, 2020.



**LOOK FOR ME!**



# ANNIVERSARIES

**35 YEARS OF SERVICE**

Vivian Dwyer, PR  
**31 YEARS OF SERVICE**  
 Susan Gilbert, PR DIR  
**30 YEARS OF SERVICE**  
 Scott Remmey, AGT  
**29 YEARS OF SERVICE**  
 Paramjit Sangha, AGT  
**28 YEARS OF SERVICE**  
 Sharon Nigota, AGT  
**24 YEARS OF SERVICE**  
 Darrell Dorey, PR  
 Maria Esposito, AGT  
 Patti Morgan, PR DIR  
**21 YEARS OF SERVICE**  
 Cisco Perez, SGA  
**19 YEARS OF SERVICE**  
 Becky Cutler, PR  
 Vance Rountree, SA  
**18 YEARS OF SERVICE**  
 Mary-Dolores Ayarzagoitia, MGA  
 Theodore Pappas, SGA  
 Douglas Zigby, AGT  
**17 YEARS OF SERVICE**  
 William Slocum, PR  
**16 YEARS OF SERVICE**  
 Horace Johnson, AGT  
**14 YEARS OF SERVICE**  
 Shiwa Echghi-Ghamsari, SA  
 Diana McNair, AGT

Tibor Simon, GA  
**13 YEARS OF SERVICE**  
 Beth Farm, PR  
 Steve Orcherton, PR  
 Raymond Risucci, AGT  
 Jennifer Wehrle, SA  
**12 YEARS OF SERVICE**  
 Robert Drake, GA  
 Jeremy Engrav, GA  
 Jacqueline Lowe, PR DIR  
 Benton Tong, AGT  
 Gevorg Yanukyan, AGT  
**11 YEARS OF SERVICE**  
 Raymond Angeles, AGT  
 Daniel Hanson, AGT  
 Bernardo Lopez, AGT  
 Fritznal Octave, MGA  
 Adelfa Parinas, AGT  
 Daniel Umbertone, MGA  
**10 YEARS OF SERVICE**  
 Matthew Ficarra, MGA  
 Odilia Goulart, AGT  
**9 YEARS OF SERVICE**  
 Souley Bah, SGA  
 Lauren Coyne, RGA  
**8 YEARS OF SERVICE**  
 Sokol Fazliu, MGA  
 James Franklin, MGA  
 David Watkins, AGT  
 Ryan Wilson, RGA

**7 YEARS OF SERVICE**  
 Shorne Brown, MGA  
 Britton Costa, MGA  
 Aaron Friedlander, MGA  
 Tyler McKnight, RGA  
 Chas Robinson, PR  
 Joseph Sarasin, AGT  
**6 YEARS OF SERVICE**  
 Donald Gregoire, AGT  
 Francis Ingulli, MGA  
 Jennifer Jantzen, GA  
 Daniel LaFontaine, MGA  
 Mike Paragiou, RGA  
 Jamell Ramsay, GA  
**5 YEARS OF SERVICE**  
 Muzit Berhe, SA  
 Dana Black, MGA  
 Brendan Bradfield, GA  
 Rubin Chaimov, GA  
 Tara Haughey, AGT  
 Jeffrey Hudson, MGA  
 Kenan Hyseni, GA  
 Shawn Mishra, SA  
 Nicole Goleski, AGT  
 Tara Haughey, AGT  
 Jeffrey Hudson, MGA  
 Karen Fleming, AGT  
 Bradley Fordyce, SA  
 Cathleen Hairston, AGT  
 Dustin Holtz, GA  
 Joseph Kanaan, GA  
 Joshua Randolph, GA  
 Paul Zuzick, GA  
**4 YEARS OF SERVICE**  
 Alain Abaya, SA  
 Marmin Alea, SA

Mark Auvil, GA  
 Joseph Corwin, MGA  
 Susan Cousineau, SA  
 Paolo D'Andrea, SA  
 Judith Dawkins, AGT  
 Sean Gillespie, GA  
 Robin Gonzalez, SA  
 Cole Hatfield, GA  
 Logan Klink, SA  
 Matthew Simon, GA  
**3 YEARS OF SERVICE**  
 Ikram Al-Shobaki, AGT  
 Raymond Baham, AGT  
 Steven Barton, MGA  
 David Duddy, GA  
 Jeffrey Espinal, MGA  
 Jonathan Giaco, GA  
 Nicole Goleski, AGT  
 Tara Haughey, AGT  
 Jeffrey Hudson, MGA  
 Kenan Hyseni, GA  
 Shawn Mishra, SA  
 Kirstie Mohninger, AGT  
 Dwayne Nabors, MGA  
 Alan Rosenberg, AGT  
 Darius Rowan, GA  
 Eric Salado, SA  
 Gustavo Sioridia, GA  
 Jarred Spanbauer, AGT  
 James Tolley, GA

Arthur Trost, AGT  
 Ryan Vance, GA  
 Joseph Wilson, SA  
**2 YEARS OF SERVICE**  
 Joel Acosta, AGT  
 Adedara Adeoye, GA  
 Navjot Bamra, GA  
 Joseph Bell, AGT  
 Kenya Blackshear, SA  
 Zachary Blackwell-Hammons, AGT  
 Daniel Cebula, AGT  
 Samuel Crish, AGT  
 Jared Cummings, GA  
 Genna DeMetsenaere, GA  
 Anne Doede, SA  
 Andre Dumas, AGT  
 Abraham El Refaei, GA  
 Christopher Gebhardt, MGA  
 Erin Gonzalez, SA  
 Jonathan Growe, SA  
 Michelle Hatch, AGT  
 Hayden Hill, MGA  
 Asante Jackson, AGT  
 Claudia Jaquet, GA  
 Joshua Jahnish-Maltese, GA  
 Turissa Keys, AGT  
 Davelle Lee, SA  
 Edward Leon, SA  
 Gjon Ljuljduraj, SA  
 Brittany Luke, GA

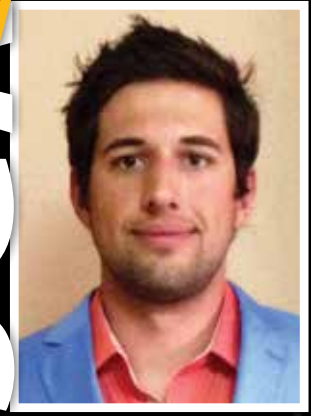
James Marks, MGA  
 Alexander McGaw, SA  
 Hercules Mimaros, AGT  
 Christopher Morrison, GA  
 Randa Mustafa, SA  
 Lyn Nagel, AGT  
 Dustin Getzman, GA  
 Timothy O'Leary, AGT  
 Jeanette Ramirez, GA  
 Luis Rivadeneyra, SA  
 Juan Rivera, RGA  
 Alexander Rollo, GA  
 Monique Safari, GA  
 Hugo Santos, AGT  
 Rachel Seddon, SA  
 Matthew Sutton, MGA  
 Barry Young, AGT  
**1 YEAR OF SERVICE**  
 Laurie Ambro, SA  
 Chris Anderson, GA  
 Gabriela Angelova, AGT  
 Evelyn Ayala, AGT  
 Collin Banister, AGT  
 John Beggan, SA  
 Javier Benitez, SA  
 Stephanie Biggum, AGT  
 Stephanie L Booker, SA  
 Jordan T Brown, SA  
 James Caesar, AGT  
 Lucas Cameron, AGT

Daniel Campbell, AGT  
 Lily Carpenter, SA  
 Patricia Carter, AGT  
 Fernando Chairez, AGT  
 Woohyun Cho, AGT  
 Ashley Clarke, SA  
 Alyson Clemmon, SA  
 Nikolina Damjanovic, SA  
 Jerome Davis, AGT  
 Amber Dean, AGT  
 Ernesto Delgadillo, SA  
 Brittany Douglas, SA  
 Thomas Doyle, AGT  
 Sharaya Eaton, AGT  
 Ejane Ellis, AGT  
 Roy Espinosa, SA  
 Nyasia Faison, AGT  
 Jonathan Frankfort, AGT  
 Jesse Fullmer, GA  
 Justin Gallagher, SA  
 Cody Gardner, MGA  
 Keishanna Giguere-Russell, AGT  
 Tami Glover, AGT  
 Conrado Gomez, AGT  
 Tracy Gomillion, SA  
 David Haak, AGT  
 Jaymz Hall, PR  
 Alexus Hawkins, SA  
 Nathaniel Henderson, GA  
 Carl Henry, SA

Adrienne Hernandez, SA  
 Gino Herrera, AGT  
 Nicole Herrin, SA  
 Gary Hinds, AGT  
 John Holsinger, SA  
 Mark Husted, SA  
 Alexa Javier Ciriaco, SA  
 Gina Johnson, AGT  
 William Johnson, AGT  
 Damaris Kleinsasser, SA  
 Regina Koonce, MGA  
 Nicholas Loosli, SA  
 Uziel Lujan, GA  
 Amanda Lynch, AGT  
 Tasia Lesieli Mafi, AGT  
 Alivia Maholic, AGT  
 Conor Markins, GA  
 Derrick Mason, MGA  
 Theo Matchett, SA  
 Gina Mateer, AGT  
 Annie Middlebrook, SA  
 Brenna Moore, SA  
 Yvonne Nalusonga, SA  
 Vaifagaloo Naseri, AGT  
 Justin Neal, SA  
 Romas Noor, GA  
 Cameron Ontko, SA  
 Esperanza Orozco, SA  
 Melinda Pires Brazil, SA  
 Craig Plummer, AGT

Pegah Rahmani, GA  
 Zachary Rivas, SA  
 Janie Rodriguez-Duran, AGT  
 Brooklynn Ross, SA  
 Misty Scalise, AGT  
 Carl Schlacht, SA  
 Jarrod Shaffer, AGT  
 Kenneth Sharp, AGT  
 Valerie Shaw, SA  
 Rocky Silvernail, SA  
 Adam Simon, AGT  
 Christopher Smith, AGT  
 Joseph A Smith, SA  
 Talei Solomon-Mua, AGT  
 Dominic Soriano, AGT  
 David Stuart, GA  
 Roslyn Sutton, AGT  
 Rosa Teixeira, SA  
 Cody Terrell, MGA  
 Wanda Thomas, SA  
 Robert Truitt, SA  
 Kellie Tucker, SA  
 Olive Vakalahi, AGT  
 Kyle Vanderwalker, SA  
 Ana Vea, SA  
 Jennifer Walker, AGT  
 John Wegley, AGT  
 Jeff Wentworth, GA  
 Rueben Wiebe, AGT  
 DeCarlo Woodhouse, AGT

NEW  
SGA



**Stephen Giddens**  
Texas

Stephen was recruited in 2011 by his brother, Ryan, whom he now joins to lead the Houston SGA offices. "I knew AIL was the right place for me because of the career track and the company's culture of providing upward mobility based entirely on results rather than tenure or who you know," he says. He finds it rewarding to show people how to accomplish great things for themselves and their families. Stephen says, "We provide career opportunities based on someone's personality and potential rather than previous work experience or qualifications. This allows people to get an opportunity to excel even if their resume wouldn't qualify them for a traditional high opportunity career." Well said, sir!

NEW  
SGA



**Brian Zuzick**  
Rhode Island

Before he found AIL in 2012, Brian was a roofer. He is excited to assume his new role in leadership, saying, "I love my team more than anything and will continue to push myself to improve every day so I can lead them to become the best version of themselves." He counts his jump to SGA, developing 7 MGAs and having an impact on the lives of others as his greatest accomplishments. The self-avowed "HUGE New England sports fan" says he and his team enjoy giving back to the Boys and Girls Clubs and helping the youth with all types of events, as well as serving the community in any way they can.

# PROMOTIONS

**STATE GENERAL AGENT**

Stephen Giddens

Brian Zuzick

**REGIONAL GENERAL AGENT**

Mavrick Fredericks

Scott McCrory

Samantha Ralston

Ronald Rivera

**MASTER GENERAL AGENT**

Joseph Corwin

Devin Davis Watkins

Debra Frederick

Trace Johnson

Marie Laine

Bobby Lo

Richard Phaturios

Alexis Pineiro

Maria M Ramirez

Stella Roznovan

**70% GENERAL AGENT**

Mickey Adkins

Matthew Bogle

DeShannon Boyd  
 Marquel Burns  
 Bryan Froneberger  
 Bashar Jarkasy  
 Uziel Lujan  
 Vincent Workman

**67.5% GENERAL AGENT**

Adedara Adeoye  
 Glenn Arakawa  
 Brayden Briggs  
 Adam Carlile  
 Monique Casey  
 Kendra Cook  
 Aaron Easton  
 Austin Edwards  
 Kinga Filipiak  
 Hugo Flores  
 Debbie Hardy  
 Shavorne Hudson  
 Pihana Kea  
 Alexander Kunz  
 Bryan Leonard

**57.5% GENERAL AGENT**

Rubin Chaimov  
 Glenn Arakawa  
 Joseph Stapleton  
 Christopher Stevens  
 Jeffrey Tillman  
 Ryan Torres-Torioka  
 Baldemar Zurita

**65% SUPERVISING AGENT**

Winston Armstead  
 Stephanie Bartlett  
 Rebecca Danner  
 Carlos Franco-Vera  
 Jared Guglielmino

Mark Lomonaco  
 Cheyanne Malcom  
 Ariel McAlister  
 Christopher McGlynn  
 Adebamidele Ogunlade  
 Charles Purnell  
 Ashlon Rhett  
 Gustavo Sioridia  
 Ronald Slusarski  
 Joseph Stapleton  
 Christopher Stevens  
 Jeffrey Tillman  
 Ryan Torres-Torioka  
 Baldemar Zurita

Cami Guy  
 Alexus Hawkins  
 Timothy Jones  
 Eric Kelly  
 Brian Lawman  
 Hannah Linderholm  
 Jordan Little  
 Daniel Martinsen  
 Christine Morris  
 Melanie M Rodriguez  
 Richard Rozolsky  
 Trevor Smith  
 Nicholas Tapio  
 Natalie Walker  
 Joshua D Williams  
 Aleksy Yi

**62.5% SUPERVISING AGENT**

Cody Allen  
 Brendon Alvarez  
 Rebeca Alvarez de Lugo  
 Abbey Ames  
 Tamisha Anderson

Jennifer Anthes  
 Kevin Argumede Barrientos  
 David Arroyo  
 Tamicka Augustine  
 Olajumoke Bamidele  
 Dylan Banda  
 Carson Barnes  
 Marc Battaglia  
 Javier Benitez  
 William Bird  
 Bret Block  
 Raven Brent  
 Rayann Brown  
 Justin Campbell  
 Brandon Campinelli  
 Travis Cantrell  
 Alexandria Chavis  
 Schaeffer Chorney  
 Jacob Collins  
 Reah Connor-Williams  
 Makayla Copinga  
 Ashley Daughriety

Edward Davis  
 Nyachuat Deng  
 Cristian Dominguez  
 Omarie Dukie  
 Brandon Eck  
 Sari El Assaad  
 Jack Elder  
 Kyle Evans  
 Nelson Figueroa  
 Southern Foster  
 Ryan Galagarza  
 Scott Galliford  
 Gerardo Garza Jr  
 Amber Gibbs  
 Mathew Gillette  
 Derrick Hall  
 Joan Hannan  
 Bailey Hawes  
 Stacy Hawkins  
 Corey Helwig  
 Nicole Herrin  
 Paige Holehouse

Ryan Hritz  
 Matthew Ives  
 Davina Jelks  
 Avion Johnson  
 Raunak Joshi  
 Kaehy Kaaa  
 Steven Koras  
 Cambria Laudermilt  
 Marshall Lewis  
 Alisa Lyapkova  
 Eric Machin  
 Abigail Manzano  
 Marcell Mara  
 April Marquez  
 Daniel Mathewson  
 Kelsey Maye  
 Tarique Mayo  
 Rick Miller  
 Tracey Miller Brown  
 Arthur Mooring  
 Shannon Moses  
 Ryan Mullins

Jonathon Myers  
 Cameron Ponder  
 James P Raines  
 Mackenzie Ritchie  
 Jennifer Rodrigues  
 Christopher Rodriguez Lopez  
 Madison Sagaert  
 Brian Schilling  
 Chris Scott  
 Hector Silva Rodriguez  
 Dainty Simpson  
 Bria Smith  
 Victoria Soileau  
 Jennifer Spalding  
 Angel Sparkes  
 Colten Stanley  
 Tristan Stewart  
 Christina Stolle  
 Joanna Strzelec  
 Ryan Suhr  
 Levi Szanto  
 Katie Terzynski

Raymond Trimble  
 Silis Verdant  
 Erika Walker  
 Jesse Weaver  
 Debbie-Ann Whitehorne  
 Brittany Williams  
 Kevin Wolfe  
 Natatia Yarbrough  
**55% SUPERVISING AGENT**  
 Alissa Hassenplug  
**52.5% SUPERVISING AGENT**  
 David Garcia  
 Marvin Gonzalez  
 Andres Liranzo



# ALWAYS KEEP GOING



**Jason Beckman**

Vice President  
Public Relations Field Operations

**M**ARCH MADNESS ALWAYS BEGINS with "Selection Sunday" when the NCAA Tournament Committee gathers to evaluate the body of work for all 351 NCAA Division One basketball teams and determine which 68 teams will continue their seasons for a chance to play for the championship. If you watch March Madness, you know the tournament is random. There are teams that aren't household names beating teams that are the bluebloods of college basketball. There are All-Americans who have led their teams all year who lose their confidence on the big stage and don't lead their teams to the Final Four. There are teams who play to win and those who play not to lose. There can only be one team that celebrates at the Final Four and is crowned as college basketball's champion.

March Madness marks the beginning of the end of every college basketball team except one. The end of every season provides

the opportunity to evaluate the bigger picture; what went right and what needs to improve to put the team in a better position to win the following year.

The big picture, whether in sports or business, is always a mosaic of smaller pictures. The smaller pictures are the details we must pay attention to and value as they are the learning experiences from yesterday, today and tomorrow. Every detail, every day, is significant and relevant. In basketball it could be turnovers, missed free throws, defensive breakdowns, etc. In business it could be a missed appointment, not choosing the right words or an uninspiring presentation.

The most challenging element in any competitive environment is to have a short memory whether you win or you lose. Our business

**"EVERY DETAIL,  
EVERY DAY, IS  
SIGNIFICANT  
AND RELEVANT!"**

provides you the opportunity to quickly learn from your mistakes and make adjustments to perfect your craft. You can't dwell on the losses and you can't rest on the laurels of victory.

March Madness for AIL produced the best March ever and the best 1st Quarter ever in Company history! Don't let up! I recently wrote a leadership message for Team PR and found the following Google search results from the beginning of the year to the end:

- "Beginning of year sales motivation" — 136 million results
- "Spring sales push" — 103 million results
- "Summer sales push" — 84.1 million results
- "Fall sales push" — 119 million results
- "Sales year end push" — 270 million results

Your challenge now is to maintain your edge and spirit of competition from March to win in the following months and the following quarters. Don't fall for human nature, which would be to pat yourself on the back and unplug this month or the next. The only thing more difficult than building momentum is keeping it. Continue your big push! If you're in the minority now ("Spring sales push" — 103 million results), you won't have to be part of the majority ("Sales year end push" — 270 million results) at the end of the year when the clock is ticking. 🕒

# Q1 PR Contributions

**AFSCME COUNCIL 32** — Bowling Tournament Sponsorship

**Arizona Building Trades** — Golf Tournament Patron Sponsorship

**Canadian Postmasters Association** — Raffle Prizes

**Coalition of Organized Labor** — Golf Tournament Tee Sponsorship

**CUPE 500** — Scholarship

**HGEA AFSCME 152** — Golf Tournament Hole Sponsorship

**IAMAW ON** — Guide Dogs of America Golf Tournament Sponsorship

**IBEW Illinois** — State Conference Sponsorship

**IBT Joint Council 42** — Charity Fundraiser Ad

**Kama'aina Kids** — Spelling Bee Sponsorship

**Massachusetts Building Trades** — Convention Sponsorship

**New York City Building and Construction Trades** — Conference Sponsorship

**New York Friends of Ireland** — Award Dinner

**NY State Snowmobile Association** — Convention Sponsorship

**OAPSE Northeast District** — Educational Conference Gold Sponsorship

**Ontario Teamsters Joint Council 52** — Golf Tournament Hole Sponsorship

**Southwest Pipe Trades Association** — Southwest Pipe Trades Conference Ad

**Teamsters Joint Council 7** — Teamsters' Assistance Program Golf Tournament

**Teamsters Joint Council 73** — Golf Tournament Breakfast Sponsor

**UFCW 175 & 633** — Charity Golf Tournament Sponsorship

**UFCW 881** — Ron Powell Retirement Dinner

**UFCW 99** — Charity Golf Classic Sponsorship

**USBC Greater Buffalo Assoc** — Golf Tournament Sponsorship

**North State Labor Federation** — Camp Fire Relief Donation

**Labor 411 Ad**

**Business for a Fair Minimum Wage**

**IFPTE** — Legislative Advocacy Conference

**North America's Building Trades Unions** — National Legislative Conference Exhibit Booth Space

**D.C. Friends of Ireland Charitable Trust**

**ATU Canada** — Exhibit Table & Ad

**IBEW** — Booth Exhibit space

**Broadbent Institute** — Summit Tour Coffee Break Sponsorship

**The International Union of Police Associations** — Gold Sponsorship Ad

**National Labor Management Cooperation Committee** — Conference Silver Sponsorship

**Glen Haven Elementary School**

**International Union of Bricklayers and Allied Craftworkers** — Gala Hispanic Theatre Donation

**United Farm Workers of America**

**New York City Central Labor Council, AFL-CIO** — Ad

**Hawaii State AFL-CIO** — Charity Golf Tournament Sponsorship

**Michigan State, AFL-CIO** — Constitutional Convention Ad

**Alberta Federation Of Labour** — Convention Coffee Service Sponsorship

**Fresno-Madera-Tulare-Kings Central Labor Council** — Event Sponsorship

**Mainland Nova Scotia Building & Construction Trades Council** — Golf Classic Sponsorship

**Metropolitan Baltimore Council of AFL-CIO Unions** — Leadership Forum Sponsorship & Raffle

**Central Oklahoma Federation of Labor, AFL-CIO** — Labor & Friends Banquet

**New Jersey State AFL-CIO** — Booth at Labor Awards

**Louisiana AFL-CIO** — Emile J. Bourg Scholarship

**Metropolitan Washington Council, AFL-CIO** — Evening with Labor Ad

**Nova Scotia Federation of Labour** — In Support of Literacy Nova Scotia

**Winnipeg Labour Council** — MayWorks Festival of Labour

**Los Angeles County Federation of Labor, AFL-CIO** — MLK Celebration Breakfast

**Northeastern Oklahoma Labor Council, AFL-CIO** — Labor Banquet

**Philadelphia Council of the AFL-CIO** — Leadership Conference & Raffle

**Idaho State AFL-CIO** — Hospitality Suite Sponsorship

**Manitoba Federation of Labour** — Sponsorship to Commemorate the 1919 General Strike

**Iowa State Building and Construction Trades Council** — Ad



# NEW ASSOCIATES

PER MANAGER

## SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Nicki Griffiths	8	Altig-Orlovic	Brooklynn Ross	3	Sabrina Lloyd	Manuel Tefel	2	Richard Correa	Stephen Davis	2	Serur-Yagjian
Nicholas Daltro	6	Altig-Orlovic	Joanna Strzelec	3	Sabrina Lloyd	Jeff Wentworth	2	Laura Fisher	Sandy Metellus	2	Serur-Yagjian
Rahul Bhagwakar	6	Sabrina Lloyd	Alfredo Garcia	3	Beto Quintero	Randy Ortiz	2	Mathew Hart	Shonda Lewis	2	S-S-Bendure-Hartwig
Gerard Armstrong	6	Dustin Venekamp	Tyler Boulden	3	Josh West	Matthew Roebke	2	Zach Hart	Michael Giachetti	2	S-S-Parks-Salvaggi
Steven Baum	5	Sabrina Lloyd	Aaron Ebel	2	Altig-Orlovic	Adriana Neagu	2	Zach Hart STL	Arif Hajro	2	S-S-Parks-Salvaggi
Jillian Getz	5	S-S-Parks-Salvaggi	Jack Eider	2	Altig-Orlovic	Justin Egbert	2	Matt Henderson	Richard Tabanji	2	S-S-Parks-Salvaggi
Michael Jang	4	Sabrina Lloyd	Emi Yokoyama	2	Altig-Orlovic	Shiv H Patel	2	Sabrina Lloyd	Boston Gowan	2	Moswen Taylor
James McCormick	3	A-O-Stenglein	Samuel Artzis	2	A-O-Lorence	Virginia Stroh	2	Travis Moody	Gerardo Garza Jr	2	Michael Vasu
Omarie Dukie	3	Cindy Furer	Gregory Huling	2	Slav Bitman	Kortisha Brooks	2	Bob Olson	Gerardo Gonzalez	2	Michael Vasu
Elazar Roco	3	Sabrina Lloyd	Joseph Gibbs	2	Jose Carvajal	Jack Craig	2	Albert Serur	Bradley Schwartz	2	Josh West

## MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Lauren Coyne	32	Altig-Orlovic	Matthew Turnquist	6	Richard Correa	Michael Mandella	3	Altig-Orlovic	Asiguy Haugabook	3	Kyle Johnson
Joshua Bacchus	28	Altig-Orlovic	Philip Roffi	6	Cindy Furer	Jonni Ng	3	Altig-Orlovic	Kaitlyn Brandt	3	Stephen Jubrey
Jared Cleckner	24	Dustin Venekamp	Brenda Fox	6	Zach Hart STL	Travis Stucki	3	Altig-Orlovic	Amy Baird	3	Brandon MacDonald
Shawntae Collins	22	Altig-Orlovic	Patrycja Grudzinska	6	Sabrina Lloyd	Brandon Summerton	3	Altig-Orlovic	James Sodan	3	Nicholas Moore
David Staffery	19	Dustin Venekamp	Jeffrey von Kienast	6	Josh West	Bradley Christiansen	3	A-O-Stenglein	Avery Hearn	3	Bob Olson
Matt Pflueger	18	Tiffany Roland	Evan VanErp	5	Altig-Orlovic	Michael Russin	3	Simon Arias	Mark Lahijani	3	Theodore Pappas
Sarah McDermott	16	Zach Hart	Mark Dushaj	5	Zach Hart	Alberto Alcala	3	Ryan Bisanz	Walter Icaza	3	Beto Quintero
Michael McDiernan	15	Dustin Venekamp	Duane Shaw	5	Sabrina Lloyd	Patrick Knouse	3	Slav Bitman	Kelly Ekker	3	Tiffany Roland
Zach Otto	12	Sabrina Lloyd	Kendall Wilson	5	Sabrina Lloyd	Joshua Goodman	3	Richard Correa	Cody Gardner	3	Albert Serur
Bobby Hamilton	10	Altig-Orlovic	Patricia Contreras	5	Beto Quintero	Kevin Butchino	3	Gabriel Feldmann	Nathan Doyle	3	Serur-Yagjian
Dylan Murphy	10	Simon Arias	Amanda Peterson	5	Moswen Taylor	Christopher Gebhardt	3	Laura Fisher	Peter Gabranski	3	Serur-Yagjian
Marian Sertler	8	Sabrina Lloyd	Gregory Rudolph	4	Simon Arias	Anita Ferris	3	Steve Friedlander	Eric Peyton	3	S-S-Bendure-Hartwig
David Wang	8	Bob Olson	Taurean Flournoy	4	Kyle Johnson	Paul Kelly	3	Steve Friedlander	Andy Batten	3	Michael Vasu
Jinelly Urena	7	Jose Carvajal	Brandon Baker	4	Travis Moody	Alipate Makaui	3	Steve Friedlander	Jose Viramontes	3	Michael Vasu
Jeffrey Hall	7	Serur-Yagjian	Shorne Brown	4	Pappas-Quadri	Morgan Lobello	3	Giglione-Ackerman	Nickoy Hyton	3	Tom Williams
London Burnett	7	S-S-Parks-Salvaggi	Jeffery Thiel	4	S-S-Bendure-Hartwig	Steven King	3	Zach Hart	Samy Jacques	3	Tom Williams
Mario Hajro	7	S-S-Parks-Salvaggi	Nicole Sanders	4	Michael Vasu	Chad McLaughlin	3	Matt Henderson			
Massoud Vaziri	6	Altig-Orlovic	Blake Higuchi	3	Altig-Orlovic	Joseph Rotolo	3	Matt Henderson			

## GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Daniel Santistevan	24	Dustin Venekamp	Crystal Vairetta	4	Travis Moody	Robert Byers	2	A-O-Lorence	Brittany Luke	2	Zach Hart
Lindsay Staffery	19	Dustin Venekamp	Sina Heak	4	Serur-Yagjian	Andrew Severson	2	A-O-Stenglein	Roger Rau	2	Zach Hart
Timothy Welsh	17	Tiffany Roland	Andrew McAllister	4	Moswen Taylor	Andrew Flores	2	Simon Arias	Paul Smith	2	Zach Hart
Brendan Bradfield	16	Zach Hart	Richard Whyte	3	Altig-Orlovic	Ariana Jones	2	Simon Arias	Demetrius Lucas	2	Kyle Johnson
Katrina Collie	13	Altig-Orlovic	Samuel Boyle	3	Simon Arias	Raul Aquino	2	Ryan Bisanz	Juan Olvera	2	Stephen Jubrey
Erna Gasanin	10	Altig-Orlovic	James Tolley	3	Simon Arias	Kyra Hopkins	2	Slav Bitman	Dulce Paz	2	Sabrina Lloyd
Jeffrey A Smith	10	Simon Arias	Samisoni Koloa	3	Steve Friedlander	Bryanna Campos	2	Jose Carvajal	Patrick Morgan	2	Travis Moody
Austin Johnson	9	Dustin Venekamp	Adebamidele Ogumlade	3	Cindy Furer	Selina Maldonado	2	Jose Carvajal	Phillip Rigoli	2	Nicholas Moore
Aaron Piotrowski	8	Sabrina Lloyd	Brandon Copeland	3	Matt Henderson	Michel Merinos	2	Jose Carvajal	Rubin Chaimov	2	Theodore Pappas
Lidia Meglei	8	Bob Olson	Abel Gamo	3	Beto Quintero	Heriberto Chavez	2	Richard Correa	Calvin Irving	2	Theodore Pappas
Robert Drake	7	S-S-Parks-Salvaggi	Kanella Glimenakis	3	Serur-Yagjian	John Nieves	2	Richard Correa	Juliya Ostapyuk	2	Pappas-Quadri
Monique Safari	6	Altig-Orlovic	Christopher Ross	3	Serur-Yagjian	Aleanya Moore	2	James Cunningham	Jordan Reinhold	2	Phillip Prata
Landon Schlag	6	Richard Correa	Logan Akers	3	Michael Vasu	Paul Zuzick	2	Fisher-Zuzick	De'Jour Washington	2	Albert Serur
Adam Kidikas	6	Josh West	Holly Bonhorst	3	Michael Vasu	Mele Makaui	2	Steve Friedlander	Rebecca Mehlinger	2	Serur-Yagjian
Sergio Carta	5	Beto Quintero	Candace Minor	3	Michael Vasu	Jennylyn Militante-Radnoty	2	Steve Friedlander	Jose Anderson	2	S-S-Parks-Salvaggi
Taulant Bane	5	S-S-Parks-Salvaggi	Jacob Davis	2	Altig-Orlovic	Raynaldo Lafontant	2	Giglione-Ackerman	Eno Iftiu	2	S-S-Parks-Salvaggi
DeShannon Boyd	4	Zach Hart STL	Brackin Flitton	2	Altig-Orlovic	Ameenah Little	2	Giglione-Ackerman	Sean Shephard	2	S-S-Parks-Salvaggi
Shavorne Hudson	4	Kyle Johnson	Pihana Kea	2	Altig-Orlovic	Danielle Morales	2	Giglione-Ackerman	Adam Carile	2	Michael Vasu
Kinga Filipiak	4	Sabrina Lloyd	Jenny Kim	2	Altig-Orlovic	Allan Allas	2	Mathew Hart	Nicholas Davis	2	Tom Williams
Steven Rios	4	Sabrina Lloyd	Nicole Mead	2	Altig-Orlovic	Joseph Gojcraj	2	Zach Hart			

## RGAs

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Dustin Dunbar	43	Dustin Venekamp	Joshua Olin	30	Altig-Orlovic	Christopher Botelho	28	Altig-Orlovic

**NEW ASSOCIATE**– \$1,000 contract-to-date new agent

**THE MINIMUMS FOR RECOGNITION ARE:**  
**SA & GA**– at least two new associates during the month  
**MGA**– at least three new associates during the month  
**RGA**– top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.



# LEGACY RECRUITING PROGRAM



# LEGACY RECRUITING CLUB

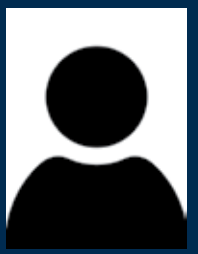
## MEMBERS

— By Number of Eligible Legacy Recruits\*

## TOP RECRUITING AGENTS\*\* MARCH

TOTAL LEGACY RECRUITERS: 282

TOTAL LEGACY RECRUITS: 343



**Rebeca Alvarez de Lugo**  
5 Recruits  
W-H-Martinez



**Devin Davis Watkins**  
5 Recruits  
Venekamp-Garcia



**Adebamidele Ogunlade**  
4 Recruits  
Cindy Furer



**Gregory Rudolph**  
4 Recruits  
Simon Arias



**Travis Stucki**  
4 Recruits  
Altig-Orlovic

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Rebeca Alvarez de Lugo	5	Ransey Vazquez	3	Tyesha Cave	2	Alfredo Garcia	2	Joseph Rotolo	2	Joseph Rotolo	2
Devin Davis Watkins	5	Khary Bailey-Smith	2	Shawntae Collins	2	Casey Jarratt	2	Talei Solomon-Mua	2	Talei Solomon-Mua	2
Adebamidele Ogunlade	4	Adam Bajjey	2	Erik Daniels	2	Austin Johnson	2	Cody Terrell	2	Cody Terrell	2
Gregory Rudolph	4	Taulant Bane	2	Kenson Delva	2	Samuel Marzula	2	Eduardo Torres	2	Eduardo Torres	2
Travis Stucki	4	Carson Barnes	2	Omarie Dukie	2	Ryan McIntosh	2	Crystal Vairetta	2	Crystal Vairetta	2
Carey Hartman	3	Ben Baruth	2	Omar Fernandez	2	Michael McKiernan	2	Thomas Vena	2	Thomas Vena	2
Christopher Ochoa	3	Sergio Bautista	2	William Ferrill	2	Jennylyn Militante-Radnoty	2	Daniel Waterfall	2	Daniel Waterfall	2
Iris Saavedra	3	Mauro Capozucca	2	Elijah Findley	2	Damion Moore	2	Demond Young	2	Demond Young	2
Tazmi Siddiquey	3	Jeremy Caster	2	Ashley Franklin	2	Aiden Murphy	2				

## TOP RECRUITING AGENTS\*\* YTD

TOTAL LEGACY RECRUITERS: 667

TOTAL LEGACY RECRUITS: 937

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Devin Davis Watkins	11	Alexis Tran	5	Rahul Bhagwakar	3	Slavita Hut	3	Aryelle Robertson	3	Aryelle Robertson	3
Brent Bowling	7	Kyle Wrobel	5	Kenson Delva	3	Dimo Joannidis	3	Alexandra Rodriguez	3	Alexandra Rodriguez	3
Robert Bradley	7	Matthew Conrad	4	Omarie Dukie	3	Daniel G Johnson	3	Jessica Santamarina	3	Jessica Santamarina	3
Gregory Rudolph	6	Derek Foore	4	Myaa Fallon	3	Marcell Mara	3	Tazmi Siddiquey	3	Tazmi Siddiquey	3
Rosemary Soto	6	Alfredo Garcia	4	William Ferrill	3	Sherrie McCarty	3	Lindsay Staffieri	3	Lindsay Staffieri	3
Ransey Vazquez	6	Michael McKiernan	4	Cesar Fischer	3	Leticia Morales	3	Joseph Stapleton	3	Joseph Stapleton	3
Rebeca Alvarez de Lugo	5	Adebamidele Ogunlade	4	Desarae Freeman	3	Dylan Murphy	3	Joseph Tomanovich	3	Joseph Tomanovich	3
Adam Bajjey	5	Aaron Parks	4	Seth Frisby-Jack	3	Christopher Ochoa	3	Nauleni Tuionetoo	3	Nauleni Tuionetoo	3
Dianka Blash	5	Samantha Ralston	4	Matthew Harper	3	Clint Perry	3	Daniel Waterfall	3	Daniel Waterfall	3
Cecilia Ritter	5	Travis Stucki	4	Carey Hartman	3	Rita Rider	3				
Iris Saavedra	5	Dominic Telymonde	4	Jane Helman	3	David Rigney	3				



**Aaron Haynes**  
Simon Arias  
10 Recruits  
SILVER



**Duni Olusegun**  
James Cunningham  
10 Recruits  
SILVER



**Taulant Bane**  
S-S-Parks-Salvaggi  
10 Recruits  
SILVER



**Melne Hughes**  
Bob Olson  
6 Recruits  
BRONZE



**Constance Tuiteleapaga**  
Altig-Orlovic  
5 Recruits  
BRONZE



**Robert Bradley**  
Simon Arias  
5 Recruits  
BRONZE



**Alexis Gomez**  
Corey Neff  
5 Recruits  
BRONZE



**Aaron Patt**  
Zach Hart  
5 Recruits  
BRONZE



**Doron Freud**  
Giglione-Ackerman  
5 Recruits  
BRONZE



**Dustin Oetzman**  
S-S-Parks-Salvaggi  
5 Recruits  
BRONZE



**Alfredo Garcia**  
Beto Quintero  
5 Recruits  
BRONZE



**Levi Porto**  
Altig-Orlovic  
5 Recruits  
BRONZE



**Drew Kier**  
Simon Arias  
5 Recruits  
BRONZE



**Dwayne Nabors**  
A-O-Orng  
5 Recruits  
BRONZE

\* By Number of Legacy Recruits. Top Legacy Recruiting Agents listed have at least 2 Legacy Recruits.  
\*\* Spotlight will picture the top 5 Legacy Recruiting Agents based on number of Legacy Recruits. Spotlight may picture more or less than 5 in case of a tie.  
\*\*\* The number of YTD Legacy Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Torchmark Achievement Award eligibility due to the counts being calculated differently.

\*A Legacy Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP



# AIL/NILICO SPRING SGA MEETING

APRIL 9-12, 2019 FIESTA AMERICANA LOS CABOS, MEXICO



FANTASY						
SIMON ARIAS	ALFIO ORLOVIC	GILJONE ACKEMAN	SS-BENDURE BARTWIG	ZACHARY HART	SS-PARKE-SALVAGGI	THEO PAPPAS
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31	32	33	34	35
36	37	38	39	40	41	42
43	44	45	46	47	48	49
50	51	52	53	54	55	56
57	58	59	60	61	62	63
64	65	66	67	68	69	70
71	72	73	74	75	76	77
78	79	80	81	82	83	84
85	86	87	88	89	90	91
92	93	94	95	96	97	98
99	100					



## CABO SAN LUCAS, BAHIA CALIFORNIA SUR

Attendees at the AIL/NILICO State General Agent meeting donated \$34,390 to Casa Hogar, a privately funded home for about 40 boys and girls between the ages of 3-17. They provide a safe, family-like environment that stresses education and prepares the children to lead productive lives.

We have been supporters of Casa Hogar since Closer to the Heart started in 2012. When we last visited in 2017, we raised enough money to build a playground. This time, our donations will help fund a much-needed paved drive on the very steep hill on which the home is located. During hurricane season, the current dirt drive is inaccessible by vehicle.



## PARADISE VALLEY, AZ

Members of AIL/NILICO's 2019 Executive Council, in Paradise Valley, AZ for their spring meeting, donated \$10,825 to Arizona Brainfood (AZBrainfood). This organization's sole program is providing weekend backpacks of child-friendly, user-friendly food for children in the greater Mesa/Scottsdale area who have been identified by school nurses, teachers, and other personnel as being at risk for hunger.

While Council members and executive management tackled business topics, their guests volunteered for a few hours at AZBrainfood's warehouse packing backpacks for the coming weekend.





# The BUSINESS ATHLETE

By Chris Selejan  
Vice President of Field Operations



**WALTER PAYTON**, born in Columbia, Mississippi in 1954, was a prolific running back for the NFL's **CHICAGO BEARS** for 13 years. During this time, he played with and against the highest possible level of teams and he accumulated 8 Pro-Bowls.

Payton began to make a name for himself during his time at Jackson State University. He was selected to the All-American Team, and named Black College Player of the Year in 1973 and 1974. He accumulated more than 3500 rushing yards while racking up 450 points alone.

**"IF YOU ASK ME HOW I WANT TO BE REMEMBERED; AS A WINNER"**

— WALTER PAYTON

Walter Payton quickly rose through the ranks of the NFL and was an offensive force that the fans, players, league, and country have



rarely experienced. In 1977, Payton rushed for over 275 yards in a single game and was named Most Valuable Player in the NFL, a testament to his uncanny ability to score.

The dream of winning a championship for the organization, the fans, and the city of Chicago came true in 1986 against the New England Patriots, arguably one of the best assembled teams of all time. Legendary Coach Mike Ditka led the Bears to the NFL championship and was quoted as saying that Payton was the best player he ever coached.

**"I WANT TO BE REMEMBERED AS THE GUY WHO GAVE HIS ALL WHEN HE WAS ON THE FIELD"**

— WALTER PAYTON

I'm a native of Chicago and Morton Grove, IL, a suburb of Arlington Heights, where the infamous "Payton's Hill" is located. At this iconic and magical place, it was common to witness Walter Payton sprinting up the 60-yard inclined hill like Rocky Balboa up the stairs in Philadelphia. Fans fell in love with his passion for winning and his blue-collar work ethic. He missed only one game his rookie year, then played an astounding 186 consecutive games with the Bears. To stay healthy for as long as he did is a testament to his commitment to excellent training.

**"ALL PEOPLE, REGARDLESS IF ATHLETES OR NOT, SHOULD TREAT PEOPLE THE WAY THEY WANT TO BE TREATED"**

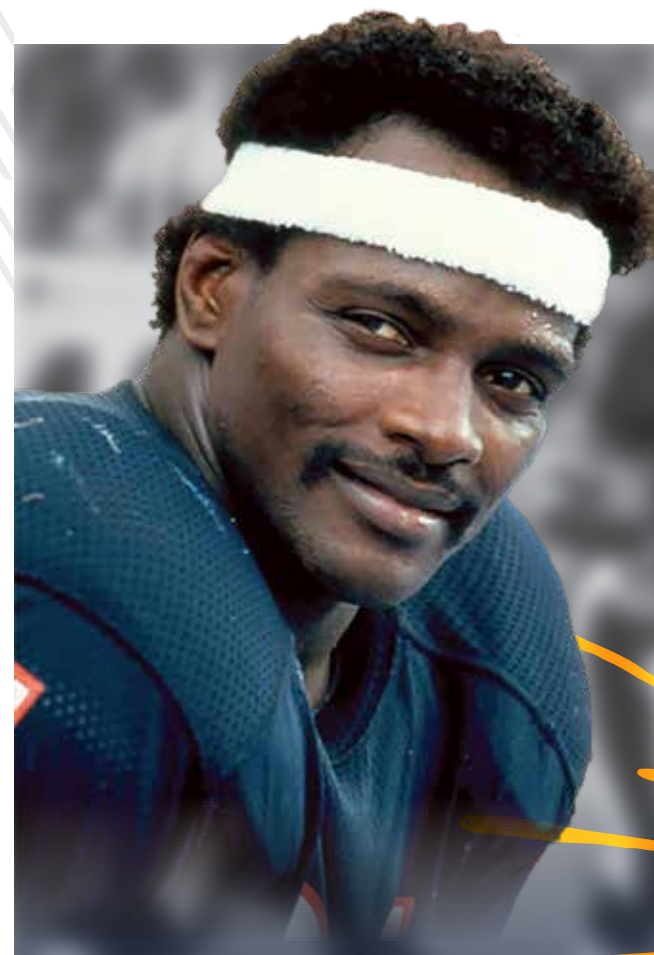
— WALTER "SWEETNESS" PAYTON

Early in his Bears career, fans and the media nicknamed Walter Payton "Sweetness" because his moves were "sweet" on and off the field. His soft, high-pitched voice was calm and welcoming yet his moves on the field were punishing against those who faced him. His demeanor off the field was just as sweet. Payton teaches us as business athletes that we can be drivers for results and still treat those around us with dignity and respect.

**WHEN YOU ARE GOOD AT SOMETHING, YOU'LL TELL EVERYONE. WHEN YOU ARE GREAT AT SOMETHING, THEY'LL TELL YOU."**

— WALTER PAYTON

# WALTER PAYTON "SWEETNESS"



**"WORK HARD, OR DON'T WORK AT ALL"**

— WALTER PAYTON

Walter Payton's work ethic continued after his 13-year NFL career as he became a successful business man. He was an extreme planner in and out of the game. There are many lessons to extract but one that is particularly apropos to our business is to execute the drawn-up play whether in the training process or game-speed plays. Stick to established systems and processes. Prepare at the highest possible level so that when we are given the ball, we've prepared in mind, body, and spirit to be the best versions of ourselves and be remembered as winners.

Walter "Sweetness" Payton passed away November 1, 1999, at the young age of 45 as the result of a rare liver disease. He leaves behind a beautiful memory and teaches us the importance of being professional on and off the field. We all know AIL/NILICO's philosophy is leading from the front, and that's exactly what Walter Payton did — with true class and grace. 🙏



**TELL US** how you relate sports or a sports figure to your career and life. If you see parallels between sports or sports figures and the AIL/NILICO life, submit your story of 500 words or less to [lcry@aillife.com](mailto:lcry@aillife.com). If your story is selected, we'll give you a byline and feature your photo along with the article in a future issue of *Spotlight*.



## American Income Agents are leaders. Sometimes, it's okay to be a follower, too.

Of more than 7,100 active Agents, less than a third follow AIL on social media. You're missing out! By following us online, you get the latest news on products, policy updates, technology news, and other information vital to your job. Be a better leader by being a follower... of the accounts below.

### AIL/NILICO Corporate Page:

Facebook @AIL.NILICO  
 Twitter AIL\_NILICO  
 Instagram @americanincomelifeins  
 LinkedIn @american-income-life

### AIL/NILICO Agency Page:

Facebook @AIL.NILICO.AgencyDivision  
 Twitter @AILAgencyDiv  
 Instagram @ail.nilico.agencydivision

## Is your *Spotlight* photo a tad **OUT OF DATE?**

Are you forever frozen in the past? Update your file photo, dudes and dudettes!

### Don't:

- WEAR HATS, SHADES, OVERCOATS
- MAKE HAND GESTURES
- CHOP YOUR HEAD OFF
- CROP YOURSELF OUT OF GROUP PHOTOS
- WEAR STRAPLESS TOPS
- SUBMIT PIXELATED OR BLURRY PHOTOS
- TAKE PHOTOS IN LOW LIGHT AREAS (LIKE YOUR CAR OR A RESTAURANT)
- STAND IN FRONT OF A WINDOW OR OTHER SOURCE OF LIGHT
- EDIT THE PHOTO IN ANY WAY PRIOR TO SENDING (TRUST US — WE GOT THIS!)
- ADD PHOTO FILTERS

### Do:

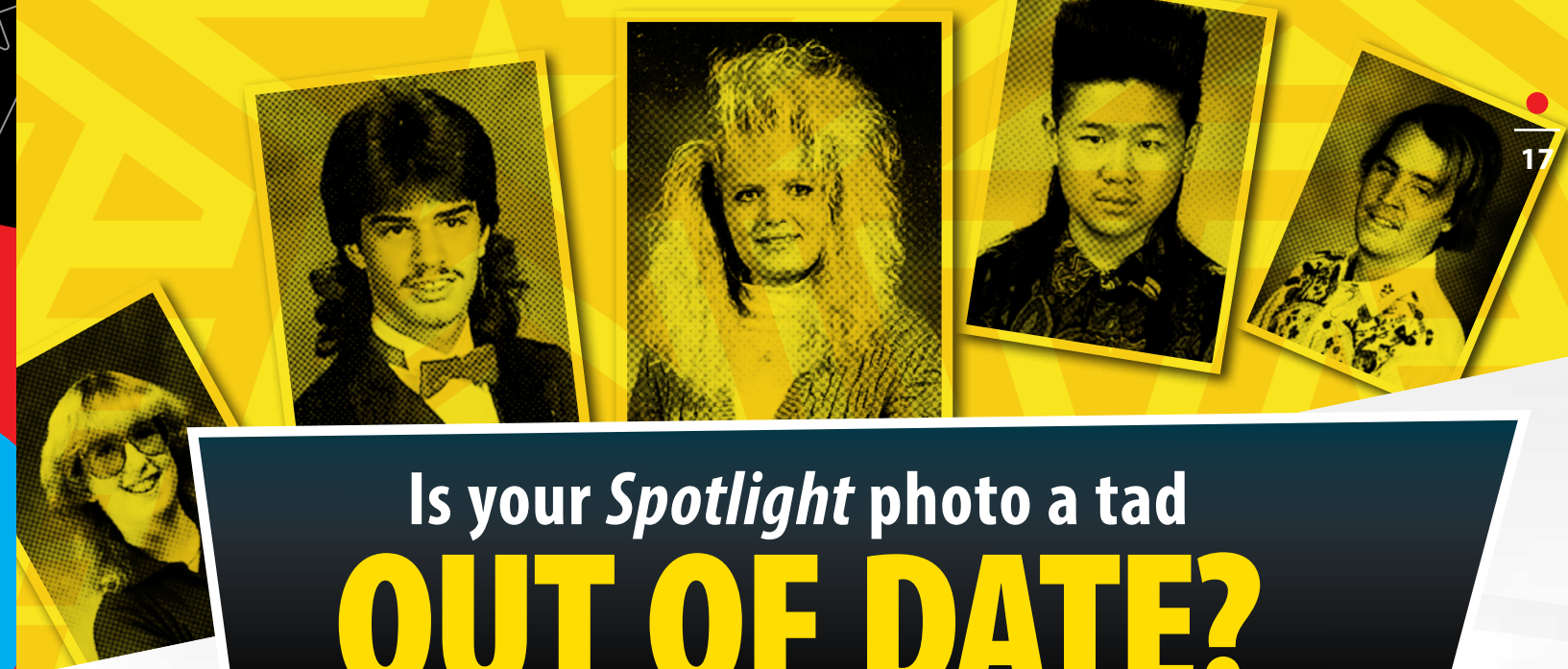
- WEAR PROFESSIONAL ATTIRE (DRESS SHIRT AND TIE MINIMUM FOR MEN)
- STAND IN FRONT OF A WALL OR NEUTRAL BACKGROUND
- HAVE SOMEONE ELSE TAKE THE PHOTO RATHER THAN A SELFIE
- SHOOT IN NATURAL LIGHTING
- BE IN A WELL-LIT AREA WITH THE LIGHT BEHIND THE PHOTOGRAPHER
- BE SURE YOUR CAMERA IS SET TO THE HIGHEST QUALITY/LARGEST IMAGE SIZE
- SMILE!

## Don't be a throwback — keep your headshot current!



To submit a new headshot, email your photo to [lc fry@ailife.com](mailto:lc fry@ailife.com).

Note: If you recently had a professional photo taken at Leadership Academy or other company meeting and you want us to use that, let us know which meeting and we'll hook you up!







# MARCH MADNESS CHAMPIONS

GROUP 1



DUSTIN VENEKAMP

GROUP 2



MICHAEL VASU

GROUP 3



CINDY FURER

GROUP 4



BRANDON MACDONALD

GROUP 5



ANTONIO REYES

# VP/DIRECTOR CHAMPIONS



JOHN OPHALS



MURRAY HOROWITZ



ROB GRAY



RUDI CAMENZIND

**BEST WEEK EVER**  
**\$6.84**  
 MILLION  
 MARCH 2019

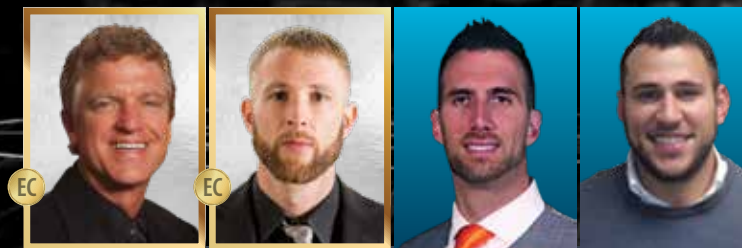
**BEST MONTH EVER**  
**\$25.6**  
 MILLION  
 MARCH 2019

**BEST QUARTER EVER**  
**\$63.2**  
 MILLION  
 Q1 2019

**HIGHEST AGENT COUNT EVER**  
**7,413**  
 AGENTS

# RUNNER UP BRACKET

1<sup>ST</sup> PLACE



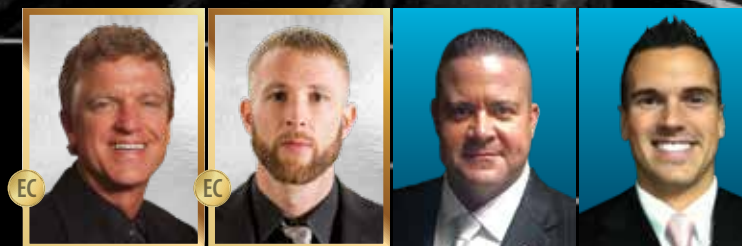
S-S-PARKS-SALVAGGI

3<sup>RD</sup> PLACE



SIMON ARIAS

4<sup>TH</sup> PLACE



S-S-BENDURE-HARTWIG

5<sup>TH</sup> PLACE



KRIS THIEME





**1**  
TAULANT BANE  
CLEVELAND, OH



**2**  
ENO IFTIU  
CLEVELAND, OH



**3**  
TONY GEORGES  
CLEVELAND, OH



**4**  
MARIO HAJRO  
CLEVELAND, OH



**5**  
ROBERT ENSIGN  
CLEVELAND, OH



**6**  
ALAN SEDAGHAT  
VANCOUVER, BC



**7**  
ARIF HAJRO  
CLEVELAND, OH



**8**  
OMAR HASHIMI  
CONCORD, CA



**9**  
BRUCE VIAJE  
SURREY, BC



**10**  
MEENAKSHI CHAVIS  
CONCORD, CA



**11**  
MASSOUD VAZIRI  
VERNON, BC



**12**  
CORY MONCOL  
CLEVELAND, OH



**13**  
MATTHEW A WILSON  
HENDERSONVILLE, TN



**14**  
ELIZABETH GARCIA  
SCHAUMBURG, IL



**15**  
GEORGE KAMEL  
COLUMBUS, OH



**16**  
BRYAN JUSKIW  
COLUMBUS, OH



**17**  
MICHAEL VAN DELFT  
HALIFAX, NS



**18**  
JILLIAN GETZ  
CLEVELAND, OH



**19**  
JOSEPH SARASIN  
COLUMBUS, OH



**20**  
NICHOLAS CHUMA  
COLUMBUS, OH



**Laura Barboza**  
CONCORD, CA



**Raquel Caicedo**  
DUBLIN, CA



**Jaquette Faulks**  
TROY, MI

**ICEBREAKERS**

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

## MARCH

Rank	Net ALP	NTG	RET	MGA	SGA	
1	Taulant Bane	\$119,349		85.3	Mario Hajro	S-S-Parks-Salvaggi
2	Eno Iftiu	\$78,491	91		Mario Hajro	S-S-Parks-Salvaggi
3	Tony Georges	\$63,012		90.4	Mario Hajro	S-S-Parks-Salvaggi
4	Mario Hajro	\$62,236		86.9	Mario Hajro	S-S-Parks-Salvaggi
5	Robert Ensign	\$57,864		84.6	Derek Foore	S-S-Parks-Salvaggi
6	Alan Sedaghat	\$53,441		92.0	Bobby Gujral	Altig-Orlovic
7	Arif Hajro	\$52,664	92		Mario Hajro	S-S-Parks-Salvaggi
8	Omar Hashimi	\$52,601		75.0	Don Foti	
9	Bruce Viaje	\$52,266		84.5	Bobby Gujral	Altig-Orlovic
10	Meenakshi Chavis	\$51,208	83		Doreen Ryan-Foti	Don Foti
11	Massoud Vaziri	\$51,166		88.8	Bruce Viaje	Altig-Orlovic
12	Cory Moncol	\$48,300		93.7	Matthew Conrad	S-S-Parks-Salvaggi
13	Matthew A Wilson	\$43,669		75.8	Bobby Hamilton	Altig-Orlovic
14	Elizabeth Garcia	\$43,249		84.2	Zach Otto	Sabrina Lloyd
15	George Kamel	\$41,839		76.6	George Kamel	S-S-Bendure-Hartwig
16	Bryan Juskiw	\$41,278		88.4	Bryan Juskiw	S-S-Bendure-Hartwig
17	Michael van Delft	\$40,719		86.7	Scott Wheeler	Satti-Kanaan
18	Jillian Getz	\$40,338		83.0	Mario Hajro	S-S-Parks-Salvaggi
19	Joseph Sarasin	\$38,735		83.2	Joshua Dishong	S-S-Bendure-Hartwig
20	Nicholas Chuma	\$38,646		84.5	Chase Miller	S-S-Bendure-Hartwig
21	David Carpenter	\$38,093		81.4	Dustin Venekamp	
22	James Sherwood	\$37,841		84.5	James Sherwood	S-S-Bendure-Hartwig
23	Muhammed Ashraf	\$35,687		84.9	Sabrina Kryshundayal	Theodore Pappas
24	Anton Ljuljdjuraj	\$35,222	96		Mark Dushaj	Zach Hart
25	Adem Abdula	\$34,803		83.5	Corey Helly	Gigione-Ackerman
26	Rodolfo Grimaldo	\$34,561	98		Marian Sertler	Sabrina Lloyd
27	Jennifer Ragan	\$34,344		91.8	Mark Neilson	Altig-Orlovic
28	Travis Barnes	\$33,222		91.8	David Rigney	Kevin Holtz
29	Daniel Prinzo	\$32,559		82.4	Brent Bowling	S-S-Parks-Salvaggi
30	Duane Shaw	\$32,387		100.0	Duane Shaw	Sabrina Lloyd
31	Matthew Kahwaji	\$32,358	100		Mario Hajro	S-S-Parks-Salvaggi
32	Joey Kennedy	\$32,137		74.7		Altig-Orlovic
33	Andrew Bishop	\$31,829		89.0	Lauren Coyne	Altig-Orlovic
34	Cody Langston	\$30,173		84.1	Alex Kae	Altig-Orlovic
35	Shannon Stroud	\$30,124		77.8	Alma Lozano	Richard Correa
36	Jean Joseph	\$30,023		80.5	Yemi Akinade	Tom Williams
37	Abeni Reynolds	\$29,595	100		Britton Costa	Simon Arias
38	Debbie-Ann Whitehorne	\$29,362	96		Joshua Bacchus	Altig-Orlovic
39	Iris Saavedra	\$28,355		73.2	Thomas Longino	Don Foti
40	Armando Rivera	\$28,342		77.6	Hunter Houvener	Altig-Orlovic
41	John Torres	\$28,122	90		Daryl Graham	S-S-Parks-Salvaggi
42	Laura Barboza	\$28,057	97		Doreen Ryan-Foti	Don Foti
43	Dylan White	\$28,004		75.8	Elizabeth Chilson	Altig-Orlovic
44	Mack Hanna	\$27,584		88.5	Darcy Schrieber	Zach Hart
45	Conor Markins	\$27,437		91.9	Dylan Murphy	Simon Arias
46	Zachery Kertulis	\$27,360		80.6	Derek Foore	S-S-Parks-Salvaggi
47	Joe Ramirez	\$27,298	91		Payam Sami	Richard Correa
48	Ashley Rust	\$27,148		78.5		James Cunningham
49	Kempton Perry	\$27,060		86.3	Matthew Conrad	S-S-Parks-Salvaggi
50	Mike Reed	\$26,874		91.6	Meaghan Krescko	Altig-Orlovic

ALL TIME RECORD: \$173,887 Net ALP

## YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Taulant Bane	\$170,719		85.3	Mario Hajro	S-S-Parks-Salvaggi
*2	Meenakshi Chavis	\$147,186	83		Doreen Ryan-Foti	Don Foti
*3	Tony Georges	\$135,330		90.4	Mario Hajro	S-S-Parks-Salvaggi
*4	George Kamel	\$121,273		76.6	George Kamel	S-S-Bendure-Hartwig
*5	Robert Ensign	\$116,209		84.6	Derek Foore	S-S-Parks-Salvaggi
*6	Mario Hajro	\$110,683		86.9	Mario Hajro	S-S-Parks-Salvaggi
*7	Cory Moncol	\$108,891		93.7	Matthew Conrad	S-S-Parks-Salvaggi
*8	Ashley Rust	\$108,560		78.5		James Cunningham
*9	Joseph Sarasin	\$108,178		83.2	Joshua Dishong	S-S-Bendure-Hartwig
*10	Eno Iftiu	\$106,668	91		Mario Hajro	S-S-Parks-Salvaggi
11	Michael van Delft	\$103,815		86.7	Scott Wheeler	Satti-Kanaan
12	Arif Hajro	\$88,916	92		Mario Hajro	S-S-Parks-Salvaggi
13	Matthew A Wilson	\$86,944		75.8	Bobby Hamilton	Altig-Orlovic
14	Daniel Prinzo	\$85,947		82.4	Brent Bowling	S-S-Parks-Salvaggi
15	Bryan Juskiw	\$84,995		88.4	Bryan Juskiw	S-S-Bendure-Hartwig
16	Omar Hashimi	\$84,881		75.0		Don Foti
17	Bruce Viaje	\$82,906		84.5	Bobby Gujral	Altig-Orlovic
18	Joey Kennedy	\$79,609		74.7	James Hill	Altig-Orlovic
19	Massoud Vaziri	\$77,973		88.8	Bruce Viaje	Altig-Orlovic
20	Muhammed Ashraf	\$76,986		84.9	Sabrina Kryshundayal	Theodore Pappas
21	Hany Mikhail	\$75,551		83.4		Simon Arias
22	Johnathon Bogoslawski	\$75,029		80.8	Sara Vaz	Altig-Orlovic
23	Kevin Ishikane	\$72,861		88.5	Blake Higuchi	Altig-Orlovic
24	Jillian Getz	\$72,588		83.0	Mario Hajro	S-S-Parks-Salvaggi
25	Anton Ljuljdjuraj	\$69,060	96		Mark Dushaj	Zach Hart
26	Adem Abdula	\$67,998		83.5	Corey Helly	Gigione-Ackerman
27	Alma B Gonzalez	\$65,288		73.2	Doreen Ryan-Foti	Don Foti
28	Roger Fredericks	\$64,748	91		Adrienne Bragas	Altig-Orlovic
29	Jean Joseph	\$64,367		80.5	Yemi Akinade	Tom Williams
30	Ryan Vance	\$63,958		89.6	Brent Bowling	S-S-Parks-Salvaggi
31	Abeni Reynolds	\$63,683	100		Britton Costa	Simon Arias
32	Andrew Bishop	\$61,854		89.0	Lauren Coyne	Altig-Orlovic
33	Danielle Morales	\$61,577		76.5	Magda Figueiredo	Gigione-Ackerman
34	Shane Valentine	\$60,434		85.6	Matthew Diulus	Simon Arias
35	Alan Sedaghat	\$60,336		92.0	Bobby Gujral	Altig-Orlovic
36	Richard Sidoti	\$60,225		86.2	Lauren Coyne	Altig-Orlovic
37	Nicholas Chuma	\$59,691		84.5	Chase Miller	S-S-Bendure-Hartwig
38	Douglas Clarke	\$59,410		87.8	Joshua Jackson	Joseph Diecedue
39	Yolette Mompont	\$58,644		94.3	Fritznel Octave	Tom Williams
40	Ian Pickett	\$58,117		87.4	Shai Mate	Altig-Orlovic
41	Lily Sakai	\$58,109		79.7		Cohen-Cohen
42	Rodolfo Grimaldo	\$57,932	98		Marian Sertler	Sabrina Lloyd
43	Ruben Soberanes	\$56,977		78.4	Doreen Ryan-Foti	Don Foti
44	Javier Diaz	\$56,654		83.8	Beau Locker	Matt Henderson
45	Shannon Stroud	\$56,287		77.8	Alma Lozano	Richard Correa
46	Ian Zollos	\$56,198		80.3	Eric Thompson	S-S-Parks-Salvaggi
47	Jennifer Ragan	\$55,170		91.8	Mark Neilson	Altig-Orlovic
48	Carly Ferraro	\$55,002		85.7	Rita Rider	S-S-Parks-Salvaggi
49	Harvey Quinn	\$54,480		87.8	Kimberly Hamilton	Oldham-Gryska
50	Armando Rivera	\$54,133		77.6	Hunter Houvener	Altig-Orlovic

ALL TIME RECORD: \$756,403 Net ALP



# SUPERVISINGAGENTS



### MARCH

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
1	Erica Robertson	\$70,680	\$78,213		79.3	Britton Costa	Simon Arias
2	Rahul Bhagwakar	\$59,043	\$59,043	99		Marian Sertler	Sabrina Lloyd
3	Arif Hajro	\$57,306	\$113,670	100		Mario Hajro	S-S-Parks-Salvaggi
4	William Thomas	\$47,038	\$109,160	96		Matthew Conrad	S-S-Parks-Salvaggi
5	Gjon Ljuljduraj	\$46,158	\$66,936		77.8	Mark Dushaj	Zach Hart
6	Michael Jang	\$42,602	\$45,727	99		Duane Shaw	Sabrina Lloyd
7	Alfredo Garcia	\$36,346	\$49,754	91		Walter Icaza	Beto Quintero
8	Christian Gojcaj	\$34,269	\$41,503		83.0	Mark Dushaj	Zach Hart
9	Brooklynn Ross	\$32,949	\$35,683	99		Zach Otto	Sabrina Lloyd
10	Selma Ogrevic	\$30,769	\$36,946		85.4	Kimberly Hamilton	Oldham-Gryska
11	Jennifer Wall	\$30,594	\$32,764		80.9	Dustin Dunbar	Dustin Venekamp
12	Nauleni Tuionetoa	\$30,367	\$34,886	100		Alipate Makau	Steve Friedlander
13	Tristan Dlabik	\$30,241	\$69,796	88		Brody Maughan-Evanson	Simon Arias
14	Joanna Strzelec	\$29,799	\$44,291	97		Patrycja Grudzinska	Sabrina Lloyd
15	David Garcia	\$29,777	\$36,850	93		Bobby Szwaja	Theodore Pappas
16	Janelle Dutra	\$29,296	\$30,302		82.4	Justin Lowe	Altig-Orlovic
17	Marika Blackmon	\$29,069	\$36,264	96		Jovanie Scarlett	Kyle Johnson
18	Dale Shumaker	\$26,997	\$32,507	83		Saul Lopez	Bob Olson
19	Steven Baum	\$26,600	\$25,854		78.0	Zach Otto	Sabrina Lloyd
20	Mark Bernsdorff	\$25,719	\$43,329	88		Gregory Rudolph	Simon Arias

ALL TIME RECORDS: \$268,100 1st 6 Mo Agt — JEFFREY HUDSON | \$268,100 Net ALP — JEFFREY HUDSON

### YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
*1	Erica Robertson	\$139,749	\$171,402		79.3	Britton Costa	Simon Arias
*2	Gjon Ljuljduraj	\$80,206	\$110,672		77.8	Mark Dushaj	Zach Hart
*3	Rahul Bhagwakar	\$68,903	\$71,874	99		Marian Sertler	Sabrina Lloyd
*4	Michael Giachetti	\$68,627	\$100,322	92		Daryl Graham	S-S-Parks-Salvaggi
*5	William Thomas	\$62,412	\$139,024	96		Matthew Conrad	S-S-Parks-Salvaggi
6	Doris Martinez Garcia	\$58,525	\$80,862	95		Patricia Contreras	Beto Quintero
7	Arif Hajro	\$57,306	\$113,670	100		Mario Hajro	S-S-Parks-Salvaggi
8	Alfredo Garcia	\$56,876	\$88,137	91		Walter Icaza	Beto Quintero
9	Jennifer Wall	\$56,799	\$70,187		80.9	Dustin Dunbar	Dustin Venekamp
10	Tristan Dlabik	\$56,567	\$123,686	88		Brody Maughan-Evanson	Simon Arias
11	Selma Ogrevic	\$56,166	\$73,795		85.4	Kimberly Hamilton	Oldham-Gryska
12	Janelle Dutra	\$54,923	\$55,929		82.4	Justin Lowe	Altig-Orlovic
13	Mark Bernsdorff	\$54,480	\$87,999	88		Gregory Rudolph	Simon Arias
14	Gerardo Gonzalez	\$53,630	\$66,427	87		Andy Batten	Michael Vasu
15	Nauleni Tuionetoa	\$51,988	\$65,345	100		Alipate Makau	Steve Friedlander
16	Matthew Roebke	\$51,809	\$80,393		80.3	Steven King	Zach Hart
17	Christian Gojcaj	\$50,029	\$63,784		83.0	Mark Dushaj	Zach Hart
18	Christopher Belleperche	\$48,307	\$63,811	89		Michael Stuver	Zach Hart
19	Jaydan Heron-Smith	\$48,106	\$75,854	85		Jovanie Scarlett	Kyle Johnson
20	Dale Shumaker	\$47,831	\$60,039	83		Saul Lopez	Bob Olson

ALL TIME RECORDS: \$593,315 1st 6 Mo Agt — PATRYCJA GRUDZINSKA | \$659,568 Net ALP — GEORGE KAMEL

# GENERALAGENTS



### MARCH

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
1	Mele Makau	\$87,328	\$102,989	99		Alipate Makau	Steve Friedlander
2	Steven Rios	\$78,429	\$85,614	95		Zach Otto	Sabrina Lloyd
3	Dario Messina	\$76,888	\$134,788		77.4	Mark Dushaj	Zach Hart
4	Sergio Carta	\$73,718	\$97,545	94		Patricia Contreras	Beto Quintero
5	Carole Idolphine	\$71,115	\$110,082	91		Jovanie Scarlett	Kyle Johnson
6	Timothy Bugge	\$69,174	\$83,713		82.1	Britton Costa	Simon Arias
7	Eno Iftiu	\$57,419	\$182,912	95		Mario Hajro	S-S-Parks-Salvaggi
8	Tyler Green	\$49,309	\$56,118	86		Payam Sami	Richard Correa
9	Dominick Williams	\$47,487	\$55,112	89		Clayton Slaughter	Michael Vasu
10	Michael Ezeafulukwe	\$46,054	\$60,098	88		Duni Olusegun	James Cunningham
11	Juan Olvera	\$45,597	\$56,100		80.7	Kaitlyn Brandt	Stephen Jubrey
12	Andrew Severson	\$45,082	\$46,053		77.0		A-O-Stenglein
13	Travis Kovach	\$44,993	\$218,118		80.8	Matthew Conrad	S-S-Parks-Salvaggi
14	Adam Kidikas	\$42,209	\$53,179		79.0	Jeffrey von Kienast	Joshua West
15	Kinga Filipiak	\$39,502	\$67,312		80.9	Patrycja Grudzinska	Sabrina Lloyd
16	Ashley Clarke	\$39,342	\$58,077	87		Antoinette Williams	Ernest Powell
17	Tammy Gawron	\$37,350	\$52,710	92		Elias Boles	Oldham-Gryska
18	Holly Bonhorst	\$37,347	\$68,760	87		Andy Batten	Michael Vasu
19	Carlos Iraheta Barrientos	\$36,695	\$39,534	89		Mark Neilson	Altig-Orlovic
20	Aaron McKenney	\$36,201	\$59,204		74.4	Rachel Brown	Johnson-Nelson

ALL TIME RECORDS: \$470,416 1st 6 Mo Agt — JEFFREY HUDSON | \$473,032 Net ALP — JEFFREY HUDSON

### YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA	
*1	Sergio Carta	\$187,684	\$243,739	94		Patricia Contreras	Beto Quintero
*2	Dario Messina	\$165,128	\$276,374		77.4	Mark Dushaj	Zach Hart
*3	Timothy Bugge	\$158,169	\$216,233		82.1	Britton Costa	Simon Arias
*4	Mele Makau	\$154,208	\$198,639	99		Alipate Makau	Steve Friedlander
*5	Steven Rios	\$150,385	\$170,956	95		Zach Otto	Sabrina Lloyd
6	Holly Bonhorst	\$141,761	\$204,210	87		Andy Batten	Michael Vasu
7	Michael Ezeafulukwe	\$139,823	\$189,356	88		Duni Olusegun	James Cunningham
8	Ashley Clarke	\$130,485	\$162,869	87		Antoinette Williams	Ernest Powell
9	Carole Idolphine	\$119,939	\$186,499	91		Jovanie Scarlett	Kyle Johnson
10	Tyler Green	\$110,330	\$136,794	86		Payam Sami	Richard Correa
11	Dominick Williams	\$90,771	\$111,481	89		Clayton Slaughter	Michael Vasu
12	Dulce Paz	\$90,519	\$135,116		76.3	Patrycja Grudzinska	Sabrina Lloyd
13	Ryan Vance	\$90,338	\$242,003	95		Brent Bowling	S-S-Parks-Salvaggi
14	John Santosuosso	\$87,625	\$150,988		77.3	Kimberly Hamilton	Oldham-Gryska
15	Alexis Gomez	\$87,573	\$115,421	93		Steven Barton	Corey Neff
16	Carlos Iraheta Barrientos	\$86,740	\$96,772	89		Mark Neilson	Altig-Orlovic
17	Brittany Luke	\$84,524	\$98,915	91		Jeffrey Hudson	Zach Hart
18	Jammal Coleman	\$84,160	\$126,417	87		Avi Kauderer	Oldham-Gryska
19	Tina Nelson	\$84,020	\$132,671		86.6	Mark Beckford	Johnson-Nelson
20	Andrew Severson	\$83,644	\$87,047		77.0		A-O-Stenglein

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,259,927 Net ALP — MEGAN JOHNSON



# MASTERGENERALAGENTS



**WALTER ICAZA**  
MIAMI, FL



**BOBBY GUJRAL**  
BURNABY, BC



**MATTHEW CONRAD**  
CLEVELAND, OH



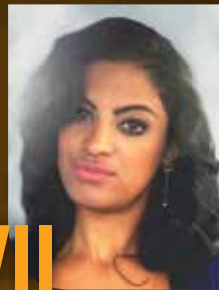
**BRUCE VIAJE**  
SURREY, BC



**BOBBY HAMILTON**  
NOLENSVILLE, TN



**LONDON BURNETT**  
CLEVELAND, OH



**JINELLY URENA**  
SAN ANTONIO, TX



**ALEX KAE**  
VANCOUVER, BC



**MICHAEL GERSTEIN**  
EDISON, NJ



**MICHAEL MANDELLA**  
PORTLAND, OR



**JESSICA WILHITE**  
POOLER, GA



**JUSTIN LOWE**  
ST JOHN'S, NL



**BRIAN JEROME**  
POMPANO BEACH, FL



**STEVEN BENSINGER**  
CLEVELAND, OH



**PATRICIA CONTRERAS**  
MIAMI, FL

## MARCH

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Walter Icaza</b>	83.5%	\$215,620	\$117,533	73.2		<b>Beto Quintero</b>
Sara Vaz	79.0%	\$180,124	\$100,644	81.8		Altig-Orlovic
Elyse Bryan	59.2%	\$162,784	\$102,273	77.0		Souley Bah
<b>II Bobby Gujral</b>	245.5%	\$294,822	\$85,336	82.5		<b>Altig-Orlovic</b>
Kimberly Hamilton	43.8%	\$130,751	\$90,908	78.7		Oldham-Gryska
Blake Higuchi	38.0%	\$121,137	\$87,775	81.3		Altig-Orlovic
<b>III Matthew Conrad</b>	280.8%	\$307,482	\$80,745	83.1		<b>S-S-Parks-Salvaggi</b>
Britton Costa	277.0%	\$280,077	\$74,284	79.0		Simon Arias
Michael Russin	81.9%	\$136,012	\$74,780	74.0		Simon Arias
<b>IV Bruce Viaje</b>	156.0%	\$163,599	\$63,902	83.5		<b>Altig-Orlovic</b>
Corey Helly	105.8%	\$135,325	\$65,769	79.6		Giglione-Ackerman
Jason Bratin	88.9%	\$126,913	\$67,202	82.3		Simon Arias
<b>V Bobby Hamilton</b>	224.3%	\$180,873	\$55,776	75.9		<b>Altig-Orlovic</b>
Jeffery Thiel	148.4%	\$136,638	\$55,006	76.6		S-S-Bendure-Hartwig
Mike Paragiou	137.0%	\$128,655	\$54,293	79.4		Nick Scordos
<b>VI London Burnett</b>	117.0%	\$105,282	\$48,511	74.0		<b>S-S-Parks-Salvaggi</b>
Aaron Parks	86.2%	\$96,004	\$51,562	78.7		Simon Arias
Magda Figueiredo	83.9%	\$82,941	\$45,092	76.9		Giglione-Ackerman
<b>VII Jinelly Urena</b>	150.4%	\$101,786	\$40,655	73.7		<b>Jose Carvajal</b>
Matthew Cartwright	103.1%	\$88,347	\$43,491	77.5		S-S-Parks-Salvaggi
Alix Albright	62.2%	\$68,190	\$42,047	82.0		Simon Arias
<b>VIII Alex Kae</b>	127.3%	\$78,716	\$34,624	82.8		<b>Altig-Orlovic</b>
Justin Hermann	121.1%	\$82,597	\$37,352	75.6		Dustin Venekamp
Sokol Fazliu	109.1%	\$73,170	\$34,993	76.3		Simon Arias
<b>IX Michael Gerstein</b>	241.3%	\$117,986	\$34,571	80.1		<b>Giglione-Ackerman</b>
Rita Rider	172.0%	\$81,197	\$29,854	85.2		S-S-Parks-Salvaggi
Jeffrey von Kienast	145.8%	\$81,408	\$33,120	75.8		Joshua West
<b>X Michael Mandella</b>	125.2%	\$64,401	\$28,601	76.5		<b>Altig-Orlovic</b>
Steven Barton	79.6%	\$46,887	\$26,108	77.1		Corey Neff
Francesca Veltri	78.4%	\$45,272	\$25,373	78.1		Giglione-Ackerman
<b>XI Jessica Wilhite</b>	113.8%	\$44,218	\$20,683	74.7		<b>Jamison Weatherspoon</b>
Steve Hartman	93.0%	\$46,062	\$23,872	85.5		Dustin Venekamp
Cody Terrell	80.6%	\$40,724	\$22,548	73.3		Michael Vasu
<b>XII Justin Lowe</b>	169.3%	\$43,450	\$16,132	79.0		<b>Altig-Orlovic</b>
Marisa Willgruber	58.7%	\$29,076	\$18,318	75.7		Pappas-Quadri
Alexandra Graham	56.0%	\$27,015	\$17,322	74.9		Greg Graham
<b>XIII Brian Jerome</b>	116.5%	\$23,329	\$10,777	88.2		<b>Tom Williams</b>
Ryan Tucker	88.1%	\$22,369	\$11,892	75.3		Altig-Orlovic
James Franklin	40.8%	\$16,980	\$12,057	78.5		Altig-Orlovic
<b>XIV Steven Bensinger</b>	264.7%	\$7,735	\$2,121	95.9		<b>S-S-Parks-Salvaggi</b>
Mitchell Page	150.7%	\$14,639	\$5,840	76.0		Altig-Orlovic
John Sparby	136.9%	\$10,815	\$4,566	77.1		S-S-Parks-Salvaggi

## MARCH ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
<b>Rookie Patricia Contreras</b>	253.5%	\$74,031	\$29,200	96,981	73.4		<b>Beto Quintero</b>
Raynaldo Lafontant	245.7%	\$71,746	\$29,200	106,360	81.3		Giglione-Ackerman
Clayton Slaughter	232.5%	\$67,903	\$29,200	85,540	89		Michael Vasu
Mario Hajro	222.7%	\$65,025	\$29,200	554,824	83.5		S-S-Parks-Salvaggi
Mark Lahijani	215.2%	\$62,833	\$29,200	144,533	86		Theodore Pappas
Brent Bowling	186.6%	\$54,482	\$29,200	279,290	82.1		S-S-Parks-Salvaggi
Kyle Wrobel	170.4%	\$49,766	\$29,200	76,742	90		Michael Vasu
Gregory Rudolph	142.0%	\$41,475	\$29,200	114,865	85		Simon Arias
James Sherwood	125.0%	\$36,498	\$29,200	136,741	74.0		S-S-Bendure-Hartwig
Eric Thompson	115.5%	\$33,713	\$29,200	253,697	77.4		S-S-Parks-Salvaggi

## YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Walter Icaza</b>	66.2%	\$585,848	\$352,598	73.2		<b>Beto Quintero</b>
Doreen Ryan-Foti	41.6%	\$822,966	\$581,356	78.9		Don Foti
Sara Vaz	32.0%	\$398,541	\$301,933	81.8		Altig-Orlovic
<b>II Bobby Gujral</b>	87.0%	\$478,675	\$256,008	82.5		<b>Altig-Orlovic</b>
Kimberly Hamilton	30.2%	\$355,188	\$272,725	78.7		Oldham-Gryska
<b>III Matthew Conrad</b>	178.0%	\$673,359	\$242,234	83.1		<b>S-S-Parks-Salvaggi</b>
Britton Costa	147.3%	\$551,044	\$222,853	79.0		Simon Arias
Beau Locker	67.6%	\$409,833	\$244,518	81.0		Matt Henderson
<b>IV Corey Helly</b>	77.7%	\$350,528	\$197,307	79.6		<b>Giglione-Ackerman</b>
Bruce Viaje	65.7%	\$317,639	\$191,707	83.5		Altig-Orlovic
Alipate Makai	22.7%	\$258,270	\$210,497	80.5		Steve Friedlander
<b>V Jeffery Thiel</b>	115.2%	\$355,090	\$165,019	76.6		<b>S-S-Bendure-Hartwig</b>
Bobby Hamilton	112.1%	\$354,822	\$167,328	75.9		Altig-Orlovic
Mike Paragiou	55.3%	\$252,876	\$162,880	79.4		Nick Scordos
<b>VI London Burnett</b>	45.9%	\$212,365	\$145,533	74.0		<b>S-S-Parks-Salvaggi</b>
Magda Figueiredo	45.9%	\$197,316	\$135,275	76.9		Giglione-Ackerman
David Carpenter	45.1%	\$199,518	\$137,492	74.2		Dustin Venekamp
<b>VII Jinelly Urena</b>	125.6%	\$275,122	\$121,965	73.7		<b>Jose Carvajal</b>
Matthew Cartwright	60.4%	\$209,314	\$130,472	77.5		S-S-Parks-Salvaggi
Morgan Lobello	22.6%	\$150,880	\$123,102	83.3		Giglione-Ackerman
<b>VIII James Sodian</b>	57.6%	\$178,032	\$112,960	79.8		<b>Nicholas Moore</b>
Alex Kae	46.1%	\$151,761	\$103,872	82.8		Altig-Orlovic
Sokol Fazliu	45.6%	\$152,880	\$104,980	76.3		Simon Arias
<b>IX Jeffrey von Kienast</b>	132.5%	\$231,002	\$99,361	75.8		<b>Joshua West</b>
Michael Gerstein	120.7%	\$228,845	\$103,714	80.1		Giglione-Ackerman
Rita Rider	69.1%	\$151,431	\$89,563	85.2		S-S-Parks-Salvaggi
<b>X Steven Barton</b>	69.4%	\$132,720	\$78,324	77.1		<b>Corey Neff</b>
Michael Mandella	68.1%	\$144,254	\$85,803	76.5		Altig-Orlovic
George Kamel	59.8%	\$123,978	\$77,561	76.8		S-S-Bendure-Hartwig
<b>XI Steve Hartman</b>	166.0%	\$190,493	\$71,615	85.5		<b>Dustin Venekamp</b>
Jessica Wilhite	62.3%	\$100,705	\$62,050	74.7		Jamison Weatherspoon
David Bilotti	14.2%	\$76,202	\$66,716	79.6		Corey Neff
<b>XII Justin Lowe</b>	88.0%	\$90,965	\$48,395	79.0		<b>Altig-Orlovic</b>
Marisa Willgruber	35.8%	\$74,649	\$54,955	75.7		Pappas-Quadri
David Ramirez	25.2%	\$66,776	\$53,331	74.4		Don Foti
<b>XIII Constance Tuiteleapaga</b>	36.8%	\$39,873	\$29,138	85.3		<b>Altig-Orlovic</b>
Ryan Tucker	33.3%	\$47,554	\$35,676	75.3		Altig-Orlovic
Brian Jerome	23.6%	\$39,959	\$32,330	88.2		Tom Williams
<b>XIV Steven Bensinger</b>	165.4%	\$16,885	\$6,362	95.9		<b>S-S-Parks-Salvaggi</b>
Mitchell Page	148.1%	\$43,465	\$17,521	76.0		Altig-Orlovic
Hazim Thomas	23.0%	\$10,505	\$8,543	91.6		Zach Hart STL

## YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
<b>Rookie Patricia Contreras</b>	237.2%	\$207,780	\$87,600	273,477	73.4		<b>Beto Quintero</b>
Brent Bowling	207.2%	\$181,505	\$87,600	704,212	82.1		S-S-Parks-Salvaggi
Clayton Slaughter	158.0%	\$138,411	\$87,600	212,027	89		Michael Vasu
Dylan Murphy	139.7%	\$122,400	\$87,600	215,212	86.9		Simon Arias
James Sherwood	139.1%	\$121,838	\$87,600	314,036	74.0		S-S-Bendure-Hartwig
Mark Lahijani	135.2%	\$118,438	\$87,600	283,328	86		Theodore Pappas
Mario Hajro	123.7%	\$108,349	\$87,600	963,843	83.5		S-S-Parks-Salvaggi
Gregory Rudolph	120.7%	\$105,736	\$87,600	227,009	85		Simon Arias
Ronald McCormick	111.8%	\$97,975	\$87,600	133,322	83		Joshua Crisp
Marissa Ellis	108.8%	\$95,288	\$87,600	137,074	81		Stephen Jubrey

Spotlight recognizes the top three Master General Agents in Categories I-XIV with positive growth and the top ten Rookies with minimum 100% Performance Factor. Figures reflect hierarchy transfer adjustments.



# REGIONAL GENERAL AGENTS



**BOBBY GUJRAL**  
BURNABY, BC



**REYNOLDS AKUAMOA**  
FLUSHING, NY



**JOSHUA DISHONG**  
COLUMBUS, OH



**WALTER ICAZA**  
MIAMI, FL



**MICHAEL GERSTEIN**  
EDISON, NJ



**MATTHEW CONRAD**  
CLEVELAND, OH



**BOBBY HAMILTON**  
NOLENSVILLE, TN



**ALEX KAE**  
VANCOUVER, BC



**JUSTIN HERMANN**  
PHOENIX, AZ



**RANDALL COOK**  
DULUTH, GA

Spotlight recognizes the top three Regional General Agents in Categories I-X with positive growth. Figures reflect hierarchy transfer adjustments.


## MARCH

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Bobby Gujral</b>	180.0%	\$772,407	\$275,823	81.0	Altig-Orlovic	
Matthew Diulus	86.5%	\$604,760	\$324,308	76.6	Simon Arias	
Doreen Ryan-Foti	56.4%	\$455,773	\$291,475	77.3	Don Foti	
<b>II Reynolds Akuamo</b>	63.8%	\$366,596	\$223,844	74.2	Theodore Pappas	
Corey Helly	53.4%	\$398,645	\$259,927	77.1	Giglione-Ackerman	
Ryan Wilson	32.7%	\$264,802	\$199,586	74.1	Philip Prata	
<b>III Joshua Dishong</b>	180.4%	\$420,172	\$149,849	79.2	S-S-Bendure-Hartwig	
Justin Adams	70.4%	\$329,281	\$193,200	78.1	Simon Arias	
Beau Locker	58.0%	\$308,187	\$195,088	76.6	Matt Henderson	
<b>IV Walter Icaza</b>	81.4%	\$217,843	\$120,122	73.2	Beto Quintero	
Michael Musso	67.1%	\$202,221	\$120,989	73.5	Tom Williams	
Sara Vaz	58.1%	\$220,137	\$139,211	79.0	Altig-Orlovic	
<b>V Michael Gerstein</b>	139.3%	\$243,202	\$101,640	79.7	Giglione-Ackerman	
Dustin Dunbar	87.5%	\$206,248	\$110,025	74.6	Dustin Venekamp	
Tyler Worstell	67.1%	\$161,809	\$96,860	86.0	Simon Arias	
<b>VI Matthew Conrad</b>	272.4%	\$317,800	\$85,338	83.9	S-S-Parks-Salvaggi	
Michael Clemente	58.3%	\$146,869	\$92,755	76.1	Simon Arias	
Tommy Conard	16.8%	\$108,554	\$92,951	78.7	Simon Arias	
<b>VII Bobby Hamilton</b>	224.4%	\$222,793	\$68,689	74.6	Altig-Orlovic	
George O'Shea	172.3%	\$197,940	\$72,681	76.3	Giglione-Ackerman	
Bruce Viaje	168.1%	\$194,026	\$72,368	83.8	Altig-Orlovic	
<b>VIII Alex Kae</b>	142.7%	\$140,433	\$57,863	81.2	Altig-Orlovic	
Jeffery Thiel	138.2%	\$139,170	\$58,414	76.6	S-S-Bendure-Hartwig	
Mike Paragiou	137.0%	\$128,677	\$54,293	78.3	Nicholas Scordos	
<b>IX Justin Hermann</b>	121.1%	\$82,597	\$37,352	75.7	Dustin Venekamp	
Jessica Wilhite	98.4%	\$101,854	\$51,338	75.8	Jamison Weatherspoon	
Aaron Parks	87.3%	\$96,912	\$51,732	78.7	Simon Arias	
<b>X Randall Cook</b>	1346675900.0%	\$112,223	\$0	93	Jamison Weatherspoon	
Kyle Wrobel	7887.8%	\$326,390	\$4,086	89	Michael Vasu	
Lauren Coyne	389.0%	\$151,837	\$31,048	91	Altig-Orlovic	


## YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Bobby Gujral</b>	75.6%	\$1,452,903	\$827,469	81.0	Altig-Orlovic	
Doreen Ryan-Foti	41.9%	\$1,240,957	\$874,425	77.3	Don Foti	
Matthew Diulus	31.4%	\$1,278,561	\$972,923	76.6	Simon Arias	
<b>II Corey Helly</b>	30.3%	\$1,016,174	\$779,781	77.1	Giglione-Ackerman	
Reynolds Akuamo	29.7%	\$871,045	\$671,533	74.2	Theodore Pappas	
Ryan Stenglein	15.5%	\$725,128	\$627,648	78.1	Altig-Orlovic	
<b>III Joshua Dishong</b>	125.6%	\$1,014,202	\$449,548	79.2	S-S-Bendure-Hartwig	
Beau Locker	55.7%	\$911,475	\$585,264	76.6	Matt Henderson	
Justin Adams	23.3%	\$714,495	\$579,601	78.1	Simon Arias	
<b>IV Walter Icaza</b>	61.3%	\$581,108	\$360,366	73.2	Beto Quintero	
Michael Musso	41.5%	\$513,668	\$362,968	73.5	Tom Williams	
Sara Vaz	23.0%	\$513,756	\$417,632	79.0	Altig-Orlovic	
<b>V Michael Gerstein</b>	86.7%	\$569,264	\$304,920	79.7	Giglione-Ackerman	
Dustin Dunbar	47.1%	\$485,524	\$330,074	74.6	Dustin Venekamp	
Morgan Lobello	45.5%	\$433,049	\$297,537	78.7	Giglione-Ackerman	
<b>VI Matthew Conrad</b>	170.9%	\$693,562	\$256,015	83.9	S-S-Parks-Salvaggi	
Michael Clemente	19.5%	\$332,618	\$278,265	76.1	Simon Arias	
<b>VII Bobby Hamilton</b>	104.4%	\$421,280	\$206,067	74.6	Altig-Orlovic	
George O'Shea	91.5%	\$417,458	\$218,043	76.3	Giglione-Ackerman	
Bruce Viaje	87.2%	\$406,463	\$217,105	83.8	Altig-Orlovic	
<b>VIII Jeffery Thiel</b>	112.1%	\$371,702	\$175,242	76.6	S-S-Bendure-Hartwig	
William Parmeter	76.1%	\$299,644	\$170,181	75.7	Nicholas Moore	
Alex Kae	71.9%	\$298,454	\$173,590	81.2	Altig-Orlovic	
<b>IX Bruce Alford</b>	83.7%	\$229,710	\$125,030	83	Don Foti	
Jessica Wilhite	56.3%	\$240,779	\$154,015	75.8	Jamison Weatherspoon	
Magda Figueiredo	38.7%	\$187,577	\$135,275	76.7	Giglione-Ackerman	
<b>X Randall Cook</b>	1065119900.0%	\$266,280	\$0	93	Jamison Weatherspoon	
Kyle Wrobel	6952.3%	\$864,486	\$12,258	89	Michael Vasu	
Lauren Coyne	337.6%	\$407,548	\$93,143	91	Altig-Orlovic	







**SIMON ARIAS**



**SABRINA LLOYD**



**MICHAEL VASU**



**SERUR-YAGJIAN**



**BETO QUINTERO**



**SOULEY BAH**



**NICK MOORE**



**NICK SCORDOS**



**KRIS THIEME**




**HART-LEWICKI**




**JOSH WEST**


## TOP PERFORMANCE FACTOR



**NICK SCORDOS**  
Category VIII  
213.3% PF



**SOULEY BAH**  
Category VI  
133.2% PF



**HART-LEWICKI**  
Category X  
127.6% PF

## MARCH

Category	PF†	Net ALP	Net ALP Obj	% Net Obj	Recruits	Rec Obj	% Rec Obj	NTG	RET	% Growth
<b>I Simon Arias</b>	119.3	\$2,055,801	\$1,521,500	135.1	89	86	103.5		77.7	14.2
S-S-Bendure-Hartwig	116.9	\$958,438	\$675,700	141.8	23	25	92.0	93		14.7
S-S-Parks-Salvaggi	114.5	\$2,235,642	\$1,392,000	160.6	26	38	68.4	93		36.5
Altig-Orlovic	114.1	\$4,910,982	\$4,156,500	118.2	201	177	110.0		77.0	4.9
Theodore Pappas	105.5	\$835,826	\$789,400	105.9	41	39	105.1		76.6	14.4
<b>II Sabrina Lloyd</b>	122.7	\$561,303	\$414,800	135.3	43	38	110.0		73.4	10.1
Tom Williams	115.4	\$593,063	\$453,200	130.9	26	26	100.0		75.8	65.6
<b>III Michael Vasu</b>	111.8	\$530,598	\$467,100	113.6	34	25	110.0		75.2	19.4
Steve Friedlander	109.2	\$368,943	\$281,700	131.0	14	16	87.5		79.3	3.5
<b>IV Serur-Yagjian</b>	121.4	\$263,662	\$198,500	132.8	23	17	110.0	81		12.9
<b>V Beto Quintero</b>	110.7	\$243,946	\$165,300	147.6	17	23	73.9		73.2	32.7
Jose Carvajal	105.3	\$173,695	\$172,500	100.7	20	16	110.0		73.9	1.3
<b>VI Souley Bah</b>	133.2	\$198,971	\$127,200	156.4	12	10	110.0		77.6	12.4
Johnson-Nelson	107.5	\$110,942	\$96,500	115.0	11	11	100.0		76.4	-4.9
Dorian Oldham	101.8	\$135,478	\$130,700	103.7	17	17	100.0		74.7	28.3
<b>VII Nick Moore</b>	121.7	\$119,258	\$83,200	143.3	8	8	100.0		75.9	66.7
Travis Moody	102.7	\$115,791	\$109,800	105.5	10	10	100.0		75.7	4.4
<b>VIII Nick Scordos</b>	213.3	\$138,355	\$43,700	316.6	12	9	110.0		78.3	205.7
A-O-Lorence	118.8	\$133,879	\$104,900	127.6	14	5	110.0	89		25.6
Ernest Powell	114.7	\$91,876	\$76,900	119.5	8	5	110.0	85		11.3
<b>IX Kris Thieme</b>	119.7	\$87,620	\$67,700	129.4	8	7	110.0		75.7	35.3
<b>X Hart-Lewicki</b>	127.6	\$83,990	\$54,100	155.2	3	3	100.0	89		66.7
Johnson-Subero	117.1	\$74,659	\$60,100	124.2	7	6	110.0	91		33.7
<b>XI Josh West</b>	127.2	\$81,409	\$56,400	144.3	8	6	110.0	89		N/A
Albert Serur	111.2	\$34,045	\$30,300	112.4	12	4	110.0	88		N/A
Evan Holzhauer	110.8	\$51,535	\$37,900	136.0	6	7	85.7	85		N/A
Fisher-Zuzick	107.1	\$31,582	\$30,300	104.2	3	0	110.0	94		N/A
Hemerson Gonzalez	101.7	\$28,279	\$30,300	93.3	5	3	110.0	94		N/A

## YTD

Category	PF†	Net ALP	Net ALP Obj	% Net Obj	Recruits	Rec Obj	% Rec Obj	NTG	RET	% Growth
<b>I S-S-Bendure-Hartwig</b>	100.9	\$2,279,084	\$2,027,100	112.4	67	75	89.3	93		29.3
S-S-Parks-Salvaggi	100.3	\$4,750,371	\$4,176,000	113.8	99	114	86.8	93		30.8
Altig-Orlovic	100.0	\$11,526,829	\$12,469,500	92.4	571	531	107.5		77.0	6.3
<b>II Tom Williams</b>	110.0	\$1,561,156	\$1,359,600	114.8	82	78	105.1		75.8	32.0
<b>III Mathew Hart</b>	106.3	\$733,991	\$715,500	102.6	60	54	110.0		74.4	18.0
Michael Vasu	103.5	\$1,360,002	\$1,401,300	97.1	97	75	110.0		75.2	11.6
<b>IV Serur-Yagjian</b>	105.5	\$601,006	\$595,500	100.9	39	34	110.0	81		16.1
<b>V James Cunningham</b>	107.4	\$712,925	\$611,400	116.6	56	57	98.2		73.6	34.1
<b>VI Johnson-Nelson</b>	107.7	\$316,312	\$289,500	109.3	35	33	106.1		76.4	25.6
<b>VII Nick Moore</b>	117.1	\$334,942	\$249,600	134.2	24	24	100.0		75.9	54.4
Travis Moody	100.3	\$364,145	\$329,400	110.5	27	30	90.0		75.7	27.2
<b>VIII Nicholas Scordos</b>	163.6	\$284,683	\$131,100	217.1	31	27	110.0		78.3	149.5
A-O-Lorence	114.2	\$372,578	\$314,700	118.4	25	15	110.0	89		36.1
Ernest Powell	108.4	\$246,215	\$230,700	106.7	20	15	110.0	85		22.8
<b>X Hart-Lewicki</b>	125.6	\$229,010	\$162,300	141.1	14	9	110.0	89		62.2
Imran Satti	106.6	\$133,164	\$90,900	146.5	6	9	66.7		76.2	96.8
Johnson-Subero	102.8	\$172,421	\$180,300	95.6	20	18	110.0	91		9.9
<b>XI Josh West</b>	123.3	\$231,004	\$169,200	136.5	22	18	110.0	89		N/A
Evan Holzhauer	112.4	\$147,389	\$113,700	129.6	20	21	95.2	85		N/A
Fisher-Zuzick	107.1	\$31,582	\$30,300	104.2	3	0	110.0	94		N/A

EC = 2019 Executive Council Member

† Performance Factor = (% Net ALP Obj + % Recruit Obj) ÷ 2

Spotlight recognizes State General Agents in Categories I-XI based on Performance Factor. The SGAs who will be recognized at the 2020 Awards Presentation are the top SGA per category from Categories I-XI based on Performance Factor (minimum 100%); the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition.



## CATEGORY I



**1**  
BRENDA DI SOMMA  
SOMERSET, NJ



**2**  
DAVID SCALISI  
MANLIUS, NY



**1**  
ANNA GUIDO ROHRER  
HAMILTON, OH



**2**  
DONALD SPOHN  
REYNOLDSBURG, OH



**1**  
IRENE RURYCZ  
PARMA, OH



**2**  
DONNA LAMONTAGNA  
OAK BROOK, IL

## CATEGORY IV



**1**  
AMANDA CROSS  
LEXINGTON, KY



**2**  
HECTOR CORTEZ  
FAIR OAKS, CA



**1**  
RALPH BEARD  
FRANKLIN, TN



**2**  
LOU NELL BUSBY  
HENDERSON, TN



**1**  
SARAH THOMSON-DUFRECHOU  
MEMPHIS, TN



**2**  
ELIF ATICI  
MISSISSAUGA, ON

## CATEGORY II

## CATEGORY III

## CATEGORY V

## CATEGORY VI

## CATEGORY VII

## CATEGORY VIII



**1**  
MELISSA LIVELY  
HEAD OF CHEZZETCOOK, NS



**2**  
BARBARA RABELO  
WHITTIER, CA



**1**  
RACHEL SHELTON  
GOLDEN, CO



**2**  
WILLIAM SLOCUM  
YOUNGVILLE, PA

## 1ST SIGNED TG



JESSICA CHRISTERSSON  
CORAL SPRINGS, FL

## TOP MANAGERS

## CATEGORY I



**1**  
BRIAN RYAN  
MORTON, PA

## CATEGORY II



**1**  
JUDY SPADE  
LIBERTY CENTER, OH

## CATEGORY III



**1**  
KATHERINE PRATT  
LEAVITTSBURG, OH

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep Categories I-VIII assigned using average of leads generated last 3 years. For Reps with less than 3 years of service, 425 cards per month was applied for months with no production unless the average of their actual production was higher. To be recognized at Convention, Rep must meet minimum 80% of Objective.

Manager Categories I-III assigned using average of lead production last 3 years for their respective territories. To be recognized at Convention, Manager must meet minimum 80% of Objective.

## INDIVIDUAL REPS: MARCH

Category	Rank	Name	Cards	Obj	% Obj
I	1	Brenda Di Somma	3,460	2,288	151.2%
	2	David Scalisi	2,284	1,749	130.6%
	3	Rona Pileggi Spano	1,999	1,673	119.5%
II	1	Anna Guido Rohrer	1,830	1,364	134.2%
	2	Donald Spohn	1,166	1,235	94.4%
	3	Lisa Johnson	1,138	1,223	93.1%
III	1	Irene Rurycz	1,892	1,088	173.9%
	2	Donna LaMontagna	1,685	1,083	155.6%
	3	Krissa Hensley	1,352	1,105	122.3%
IV	1	Amanda Cross	1,116	968	115.3%
	2	Hector Cortez	1,076	997	107.9%
V	1	Ralph Beard	1,646	774	212.7%
	2	Lou Nell Busby	1,379	894	154.2%
	3	Kevin McKeen	1,153	795	145.1%
VI	1	Sarah Thomson-Dufrechou	2,051	730	281.0%
	2	Elif Atici	1,319	674	195.6%
	3	Cindy Kunce	1,388	751	184.8%
VII	1	Melissa Lively	954	583	163.6%
	2	Barbara Rabelo	897	590	152.0%
	3	Donna Altshue	655	649	100.8%
VIII	1	Rachel Shelton	783	425	184.2%
	2	William Slocum	387	425	91.1%
	3	Criseida Hernandez	373	449	83.1%
Rookie	1	Barbara Rabelo	897	590	152.0%
IceBreaker	1	Rachel Shelton	783	425	184.2%

ALL TIME RECORD: 18,960 Cards

## INDIVIDUAL REPS: YTD

Category	Rank	Name	Cards	Obj	% Obj
I	*1	Malka Arony	17,316	10,374	166.9%
	2	David Scalisi	7,486	5,247	142.7%
	3	Jessica Treybick	6,514	5,898	110.4%
II	*1	Anna Guido Rohrer	4,183	4,092	102.2%
	2	Donald Spohn	3,515	3,705	94.9%
	3	Lori Vaughn	3,826	4,248	90.1%
III	*1	Donna LaMontagna	3,877	3,249	119.3%
	2	Irene Rurycz	3,295	3,264	100.9%
	3	Krissa Hensley	3,104	3,315	93.6%
IV	*1	Amanda Cross	3,311	2,904	114.0%
	2	Steve Sanchez	2,628	3,045	86.3%
	3	Tommy Flynn	2,425	2,856	84.9%
V	*1	Lou Nell Busby	4,538	2,682	169.2%
	2	Ralph Beard	3,136	2,322	135.1%
	3	Kevin McKeen	2,118	2,385	88.8%
VI	*1	Sarah Thomson-Dufrechou	4,785	2,190	218.5%
	2	George Murry	3,051	2,115	144.3%
	3	Cindy Kunce	2,927	2,253	129.9%
VII	*1	Melissa Lively	5,063	1,750	289.3%
	2	Barbara Rabelo	1,730	1,770	97.7%
	3	Mickey Boysza	1,688	1,887	89.5%
VIII	*1	Rachel Shelton	1,962	1,275	153.9%

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

## MANAGERS: MARCH

Category	Rank	Name	Cards	Obj	% Obj
I	1	Brian Ryan	7,820	8,082	96.8%
	2	Judy Spade	7,967	5,959	133.7%
II	1	Beth Farm	6,770	6,372	106.2%
	2	Katherine Pratt	3,852	4,223	91.2%

## MANAGERS: YTD

Category	Rank	Name	Cards	Obj	% Obj
I	*1	Christa Davis	24,297	23,758	102.3%
	2	Brian Ryan	19,941	24,246	82.2%
II	*1	Judy Spade	17,697	17,876	99.0%
	2	Stephanie Baumann	13,561	16,532	82.0%

## MOST ORIGINAL CARDS GENERATED: YTD

- 1** MELISSA LIVELY 3,245
- 2** MALKA ARONY 3,028
- 3** SARAH THOMSON-DUFRECHOU 2,576



**1**  
MELISSA LIVELY  
HEAD OF CHEZZETCOOK, NS



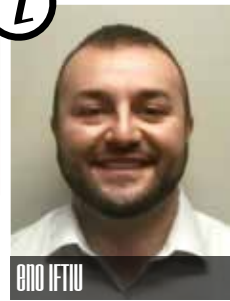
# WORLD'S GREATEST BONUS

1



**\$25,750**  
S-S-Parks-Salvaggi

2



**\$15,125**  
S-S-Parks-Salvaggi

3



**\$13,974**  
S-S-Parks-Salvaggi

4



**\$13,874**  
S-S-Parks-Salvaggi

5



**\$12,878**  
S-S-Parks-Salvaggi

## MARCH BONUS LEADERS

PAYOUT: \$2,785,440

QUALIFIERS: 3,885

- \$ 25,750** Taulant Bane
- 15,125** Eno Ifitua
- 13,974** Robert Ensing
- 13,874** Tony Georges
- 12,878** Mario Hajro
- 11,024** Massoud Vaziri
- 10,796** Bruce Viaje
- 10,451** Steven Dell
- 9,764** Omar Hashimi
- 9,742** Meenakshi Chavis
- 9,582** Cory Moncol
- 9,108** Alan Sedaghat
- 8,707** Jennifer Ragan
- 8,701** Elizabeth Garcia
- 8,683** Michael van Delft
- 8,362** Arif Hajro
- 8,322** Matthew A Wilson
- 7,990** Bobby Park
- 7,850** Jillian Getz
- 7,749** Muhammed Ashraf
- 7,407** Adem Abdulla
- 6,983** James Sherwood
- 6,861** Andrew Bishop
- 6,820** David Carpenter
- 6,477** Daniel Prinzo
- 6,314** Mike Reed
- 6,172** Rodolfo Grimaldo
- 6,026** George Kamel
- 5,975** Javier Diaz
- 5,906** Jenny Kim
- 5,881** Ian Zollis
- 5,794** Johnathon Bogoslawski
- 5,756** Austin Rockall
- 5,734** Joseph Sarasin
- 5,687** Joey Kennedy
- 5,664** Travis Barnes
- 5,633** Ryan Vance
- 5,567** Cody Langston
- 5,553** Anton Ljuljicjuraj
- 5,543** Armando Rivera
- 5,430** Kevin Ishikane
- 5,411** Hany Mikhail
- 5,402** Jean Joseph
- 5,387** Stanis Moanda
- 5,332** Debbie-Ann Whitehorse
- 5,259** Jonni Ng
- 5,201** Cody Parks
- 5,179** Abeni Reynolds
- 5,176** Shannon Stroud
- 5,125** Ashley Hutson
- 5,114** Nicholas Chuma
- 5,040** Irma Gallardo

- \$ 5,009** Hunter Welty
- 4,962** Bryan Juskiw
- 4,904** Joachim Jean
- 4,889** Joel Trask
- 4,882** Ian Pickett
- 4,872** Laura Barboza
- 4,861** Dylan White
- 4,825** Meardey Kim
- 4,813** Brian Schmitz
- 4,718** Meenakshi Chavis
- 4,688** Darius Rowan
- 4,665** Matthew Conrad
- 4,606** Kenan Hyseni
- 4,588** Greta Wilson
- 4,582** Mack Hanna
- 4,513** Arif Hajro
- 4,487** Connor Markins
- 4,479** Roger Fredericks
- 4,440** Logan Burnett
- 4,421** Danielle Morales
- 4,421** Carlo Sherman
- 4,393** Carlo Trinidad
- 4,339** Atiya Bell
- 4,329** Godwill Barungi
- 4,324** Andrew Haskins
- 4,301** David Edwards
- 4,167** Iris Saavedra
- 4,151** Cathy Dishong
- 4,096** Douglas Clarke
- 4,042** Holly Simpson
- 4,022** Tristan Dlabik
- 4,022** Aaron Ebel
- 4,018** Jordan K Brown
- 4,013** Manique Sala
- 4,007** Bryon Eddinger
- 3,998** Mario Andres Chavez
- 3,992** Yollette Mompont
- 3,988** Troy Kasper
- 3,979** Andrew Chambers
- 3,945** Joseph Provenzano
- 3,908** Nathaniel Magda
- 3,896** Randa Mustafa
- 3,887** Oscar Gastelum
- 3,884** Edrick Terceo
- 3,879** Riche Hays
- 3,840** Kristen Highberg
- 3,813** Brian Jerome
- 3,811** Tony Geer
- 3,793** Joy Vann-Austin
- 3,787** Lionel Njeukam
- 3,781** Sylvain Kalombo
- 3,780** Jordan Graham

- \$ 3,760** Max Quasem
- 3,753** Dina Boghdady
- 3,743** Diana Al Ali
- 3,729** Anthony Spataro
- 3,720** Rita Rider
- 3,710** Revawn Wilson
- 3,680** David Ramirez
- 3,648** Michael Botond
- 3,646** John Torres
- 3,637** Jonathan Growe
- 3,630** Zachery Kertulis
- 3,616** Stephanie Dunbar
- 3,613** Craig Strompf
- 3,604** Raquel Caicedo
- 3,588** Maxon Elazier
- 3,585** Jessica Chang
- 3,564** Xander Davis
- 3,553** Lily Sakai
- 3,547** Logan Klinik
- 3,514** Hamza Ally
- 3,503** Joseph Wilson
- 3,496** Samuel Marzula
- 3,447** Phillip Waisman
- 3,431** Joseph Massucci
- 3,410** Theo Matchett
- 3,402** JaQuette Faulks
- 3,401** Brooklyn Mims
- 3,396** Angel Cordero
- 3,355** Joshua Jahnish-Maltese
- 3,352** Richard Sidoti
- 3,351** Matthew Lehman
- 3,339** Eric Snyder
- 3,339** Dejan Kukolj
- 3,335** Brittany Ketner
- 3,299** Janovian Scarlett
- 3,292** Herivelto Pereira
- 3,274** Rakeem Miller
- 3,268** Oscar Benenati
- 3,265** Pablo Zetina
- 3,258** Oscar Garcia-Gamez
- 3,256** Jean Etahe Limongo
- 3,254** Chase Miller
- 3,250** Daniel Bean
- 3,248** Aaron Chen
- 3,240** Erika Torres
- 3,238** Marina Kastrati
- 3,208** Angelica Piquion
- 3,179** Ifrah Tahir
- 3,173** Christian Paloz
- 3,157** Ryan Bevan
- 3,143** Andjalie Elizer
- 3,135** Michael Williams

- \$ 3,132** Rahmatullah
- Romal Omid
- 3,121** Dimo Joannidis
- 3,069** Joaquin Santos
- 3,059** Jadwiga Martins
- 3,054** Harvey Quinn
- 3,052** Gavin Gambhir
- 3,045** Kelli Higgins-Jones
- 3,037** Richard Millington
- 3,016** Katy Rivera
- 3,000** Mitchell Mickovic
- 2,994** Elba Diaz
- 2,980** Richard Carter
- 2,963** Ruben Soberanes
- 2,951** Sharif Grays
- 2,940** Bruce Tan
- 2,936** Mario Francis
- 2,932** Ileany Ufondo
- 2,932** Courtney Lavitch
- 2,929** Kristi Yang
- 2,921** Trevor Bailey
- 2,913** Nicholas Jones
- 2,900** Patricia Carter
- 2,899** Brandon Minor
- 2,896** Mitchell Messer
- 2,879** Leison Martinez
- 2,835** Elijah Findley
- 2,808** Constance Tuiteleapaga
- 2,798** Duni Olusegun
- 2,794** Eugene Kashkin
- 2,783** Tara Haughney
- 2,765** Kempton Perry
- 2,753** Stephanie Olsen
- 2,741** Adebamidele Ogunlade
- 2,725** Thomas King
- 2,719** Colin Ghee
- 2,714** Allison Kusgen
- 2,703** Kelly Yingling
- 2,700** Eddie Pourjalali
- 2,684** Matthew Russell
- 2,673** Matthew Kahwaji
- 2,657** Amanda Lynch
- 2,655** Steven Valentim
- 2,651** Anthony Greco
- 2,640** Andrew Wagner
- 2,624** Rosa Teixeira
- 2,601** Nathan Stuck
- 2,595** James Snipes
- 2,588** Tiffany Harmouché
- 2,584** Eric Thompson
- 2,569** Ellen Tuttle

- \$ 2,568** Charity McGath
- 2,565** Melinda Skinner
- 2,565** Hazem Aboueldahab
- 2,547** Casey Jarratt
- 2,543** Benjamin Ainscough
- 2,529** Igor Melcharek
- 2,529** Amy Gardner
- 2,526** Deaveon Francisco
- 2,525** Fritznel Octave
- 2,521** Patrick Gallimore
- 2,516** Rachael Vanderlee
- 2,507** Mike Allen
- 2,506** Brock Lampee
- 2,503** Gregory McDuffie
- 2,503** Anthony Sava
- 2,495** Raymond Angeles
- 2,469** David Rockway
- 2,463** Chabeli Aguiar Nodal
- 2,457** Dorota Rusew
- 2,456** Lukess Joseph
- 2,452** Deonte Lomax
- 2,441** Sean Shephard
- 2,435** Jenny Alvarez
- 2,430** Mary Aman
- 2,424** Charlene King
- 2,413** Joseph Corwin
- 2,412** Anthony Rivellino
- 2,406** Bernardo Lopez
- 2,406** Jordan T Brown
- 2,406** Nicki Griffiths
- 2,400** Nicholas Davis
- 2,396** Ramsey Holler
- 2,385** Taylor Nathaniel
- 2,375** Joel Acosta
- 2,369** Ethan Bart
- 2,365** Evelin Castro-Sharif
- 2,357** Sayd Hopiane
- 2,344** Shane Valentine
- 2,328** Mark Lomonaco
- 2,326** Richard Tabanji
- 2,316** Maria M Ramirez
- 2,306** Daniel Perkins
- 2,306** Aleks Yi
- 2,290** Carel Smith
- 2,283** Mark Bernsdorff
- 2,282** Jamell Ramsay
- 2,276** Cameron Ontko
- 2,269** Raunak Joshi
- 2,257** David Watkins
- 2,234** Mark Hart
- 2,231** Mama Atetu
- 2,231** Cory McNutt

- \$ 2,226** Paul Torman
- 2,225** Benton Tong
- 2,224** Benjamin Giamalva
- 2,222** Cristina Fox
- 2,218** Adela Staines
- 2,214** Kimberly Alston
- 2,211** Jerry Sharp
- 2,208** Lamine Diakhate
- 2,205** Jessy Girard
- 2,203** Kristen Tompkins
- 2,200** Joshua Egyud
- 2,198** Travis Picklesimer
- 2,198** Shawn Mishra
- 2,193** Eric Okoemu
- 2,191** Denis Snyder
- 2,174** Breana Noggles
- 2,162** Maria Diringer
- 2,154** Tanner Duy
- 2,147** Michael Barlettano
- 2,147** Jessie Holland
- 2,145** Shantanea Lyles
- 2,143** Henry Jacobs
- 2,139** Uheina Halatanu
- 2,135** Jonathan Foligno
- 2,125** Marlon Hernandez
- 2,117** Kristina Joachim
- 2,117** Ashley Durnal
- 2,116** Richard Whyte
- 2,114** Brian Schilling
- 2,106** Abraham Mogilevsky
- 2,106** Stephanie Harris
- 2,105** Peer Shmelzer
- 2,104** Gregory VanSuch
- 2,093** Precious Fulger
- 2,090** Conor McGowan
- 2,084** Carlos Iraheta Barrientos
- 2,080** Afuiva Vaai
- 2,073** William Thomas
- 2,067** Jaydan Heron-Smith
- 2,056** Scott Remmey
- 2,053** Nella Lejeune
- 2,045** Erick Torres
- 2,045** Matthew Borgia
- 2,040** Vera Leus
- 2,038** Kasali Kotun
- 2,038** Jennifer Reed
- 2,034** Hakan Ozalpasan
- 2,028** Joshua Rodriguez
- 2,023** Avery Almond
- 2,016** Mohamad Wael Taher
- 2,016** Christopher Rantanes
- 2,016** Kayla Kelly

- \$ 2,014** Michael Sherwood
- 2,009** Antonino Taormina
- 2,008** Walna Allen
- 2,005** Paul Smith
- 2,004** Adam Rookard
- 2,003** Darrell Asbell
- 1,995** Janel Wilder
- 1,988** Tracy Gomillion
- 1,986** Emily Weaver
- 1,980** Patricia Santamarina
- 1,978** Muzit Berhe
- 1,974** Babajide Obashoto
- 1,971** Evan VanErp
- 1,967** Carmela Pellen
- 1,964** Lindsey Dettwiler
- 1,961** Michael Battaglio
- 1,948** Phi Phan
- 1,940** Michael Agilebu
- 1,940** Ray Salmon
- 1,939** Daniel J Johnson
- 1,933** Ryan Torres-Toroka
- 1,931** Richard Martin
- 1,915** Jesusdieu Portilus
- 1,913** Zakary Labieniec
- 1,911** Tasha Marker
- 1,905** Carl Schlacht
- 1,895** Mike Sukhbaatar
- 1,894** Benito Menchaca
- 1,890** Trace Cary
- 1,889** Rochelle Royce
- 1,888** Joshua Bacchus
- 1,886** Mark Helton
- 1,882** Jordan Lacy
- 1,880** John Zwald
- 1,879** Mary Franklin
- 1,875** Eliana Velandia
- 1,873** Kristen Tompkins
- 1,862** Jaden Luhovey
- 1,860** Alison Sterzer
- 1,859** Robert Trypus
- 1,856** Alyssa Libby
- 1,853** Abraham El Refaei
- 1,850** Emily Kayser
- 1,844** Michael Trinh
- 1,842** Stephen Davis
- 1,828** Gina Meyer
- 1,819** Erna Gasanin
- 1,819** Amanda Norwood
- 1,819** Winston Armstead
- 1,818** Donald Gregoire
- 1,813** Jordan Viaje
- 1,813** Ronald Smith Jr
- 1,812** Risa Nyhuis
- 1,811** Jon Morrow
- 1,808** Patrick Guthrie
- 1,806** Matthew Dawson
- 1,785** Christine Morris
- 1,773** Cathleen Hairston
- 1,773** Brennan Reynolds-Baker
- 1,770** Adam Carlile
- 1,769** Robert Hatcher
- 1,768** Kellie Hoffman
- 1,761** Matias Orrego
- 1,761** Orlando Crimmel
- 1,759** Brandon Neal
- 1,758** Cherell Beal
- 1,757** Vanessa Umanzor
- 1,756** Courtney Halldorson
- 1,749** Matthew Simon
- 1,748** Justin Campbell
- 1,747** Vera Leus
- 1,747** Adrienne Lawrence
- 1,746** Corey Lumley
- 1,745** Hakan Ozalpasan
- 1,743** Matthew Obringer
- 1,742** Sylvester Gbewonyo
- 1,740** Jessica Boss
- 1,740** Matthew Hudlin
- 1,739** Aref Sayegh






- \$ 1,737** Amy Shui
- 1,736** Elcar Buhay
- 1,735** Helen Taylor
- 1,733** Alisa Tsypin
- 1,732** Justin Diaz
- 1,730** Victoria Soileau
- 1,730** Deante Odum
- 1,729** John McCarthy
- 1,729** Lincoln Dziekonski
- 1,722** Raymond Trimble
- 1,720** Sherine Zahra
- 1,713** Joseph Benedetto
- 1,712** Shawn Kelley
- 1,712** Dyoma Ramirez-Robles
- 1,710** Timothy Bugge
- 1,710** Vincent Radisek
- 1,699** Sherrie McCarty
- 1,695** Robin Kim
- 1,693** Brayden Briggs
- 1,691** Colin Weathers
- 1,691** Carlos Garcia
- 1,691** Fouad Gerges
- 1,685** Jesse Fullmer
- 1,683** Melody Washington
- 1,676** Giovanni Williams
- 1,672** Mark Tusing
- 1,670** Arynne McCarthy
- 1,657** Talaya Cook
- 1,665** Andres Liranzo
- 1,664** Joanna Salazar
- 1,664** Julie Abrahamian
- 1,662** Diane Williams-Lewis
- 1,657** Caleb Kambic
- 1,656** Joanna Strzelec
- 1,655** Marlene Barrett
- 1,653** David Rigney
- 1,653** Nasr Nasr
- 1,652** Janelle Dutra
- 1,650** Ryan Hritz
- 1,648** Jeffrey Tillman
- 1,648** Ngan Pham
- 1,647** Jheanelle Hughes
- 1,644** Jason Graham
- 1,638** Judith Segal
- 1,638** David CWilliams
- 1,638** Tracey Miller Brown
- 1,625** Jorge Leon
- 1,624** John Vacca
- 1,621** Jacob Bennett
- 1,615** Jordan T Jones
- 1,615** Katalina Halaunga
- 1,611** Aaron Boudreaux
- 1,610** Harriette Jones
- 1,591** Nelson Villegas
- 1,587** Devin Taylor
- 1,579** Elaina Vecchio
- 1,574** Conrad Normann
- 1,573** Asad Ahmed
- 1,561** Awa Babou
- 1,560** Eric Butt
- 1,557** Sherri Washington
- 1,552** Michael Hepner
- 1,548** John Streit
- 1,547** Gregorio Albao
- 1,546** Robert Drake
- 1,544** Allen Laune
- 1,544** Nicholas Llewellyn
- 1,542** Alex Gonzales
- 1,538** Richard Bentley
- 1,537** Jacqueline Kabluyen
- 1,537** Lucas Cameron
- 1,536** Scott Tegowski
- 1,536** Gregory Harris
- 1,533** Ronald Rivera
- 1,532** Marcus Martin
- 1,531** Joseph A Smith
- 1,530** Carly Baird



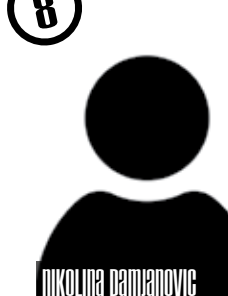


- \$ 1,530** Desarae Freeman
- 1,528** Katie Terzynski
- 1,526** Spencer Pearce
- 1,526** Kelly Schoenherr
- 1,514** Michael Burningham
- 1,514** Amanda Perez
- 1,513** Joshua Gaskin
- 1,509** Nicklaus Boker
- 1,499** Teresa Hedrick
- 1,491** Shane Reuter
- 1,489** Avion Johnson
- 1,488** John Wegley
- 1,488** Jeanneliza Solis
- 1,488** Cameron Cimino
- 1,486** Seneca Birchmore
- 1,481** Francisco Vasquez
- 1,479** Elifranc Deus
- 1,478** Rose-Kerlyne Azor
- 1,478** Bretta Cummings
- 1,474** Veronica Akinrelere
- 1,472** Sissila Moli
- 1,471** Foad Gerges
- 1,469** Bryan Czajkowski
- 1,467** James Butler
- 1,467** Marc D'Emilia
- 1,462** Young Lee
- 1,460** Joshua Sonnabend
- 1,457** Jennifer Beckley
- 1,456** Ryan Praedel
- 1,455** Anthony Sciartelli
- 1,454** Cody Fink
- 1,453** Erin Bortz
- 1,453** Nataliya Volynets
- 1,450** Vyacheslav Vasilenko
- 1,448** Sunshine Overturf
- 1,445** Aaron Gamalinda
- 1,442** Adrian Sjoberg
- 1,439** Jeffrey A Smith
- 1,430** Josh Neves
- 1,425** Maurice Baritz
- 1,424** Jorge Alvarez
- 1,422** Ray Lopez
- 1,422** Kingsley Ibeh
- 1,421** Kevin Amador
- 1,421** Eduardo Rodriguez
- 1,418** Tomarus Burks
- 1,415** Cameron Ponder
- 1,408** Zachary Poker
- 1,407** Nidajayed Cheema
- 1,407** Evelyn Howell
- 1,403** Melissa Hayfa
- 1,397** Mauro Capozucca
- 1,396** Emilia Torres
- 1,396** Marc Battaglia
- 1,395** Jesse Doherty
- 1,395** Stefan Johannsson
- 1,388** Wayne Snell
- 1,387** Rebecca Fleming
- 1,384** Steve Hartman
- 1,383** Klyo Vidal
- 1,380** Keilyn Urias Ramirez
- 1,379** Jean-Marie Otium
- 1,379** Kevin
- 1,377** Argumedo Barrientos
- 1,376** Andrew Leah
- 1,374** Gabriel Rocha
- 1,369** Ronald Slusarski
- 1,365** William Ferrill
- 1,364** Beth Guenther
- 1,361** Gregory Davenport
- 1,357** Sara Rostami Jalilian
- 1,352** Yudelka Marte
- 1,345** Dustin Caso
- 1,348** Edmaggie Myrthill
- 1,345** Jeremy Perkins
- 1,345** Hunter Houvener
- 1,341** Michele Faul
- 1,338** Stephen Colbert

- \$ 1,338** Omar Fernandez
- 1,338** Peter Gabranski
- 1,337** Ametta Brown Porter
- 1,335** Joseph St George
- 1,333** Mohamad Raychouni
- 1,331** Dario Pope
- 1,329** Gadace Minor
- 1,328** Myaa Fallon
- 1,327** Anthony Aiello
- 1,326** Casey Scarpulla
- 1,326** Ronald Spieler
- 1,322** Ana Vea
- 1,322** Christina Stolle
- 1,321** Kevin Bryson
- 1,319** Ruben Cortez
- 1,316** Frederick Battimore
- 1,316** Timothy Liles
- 1,316** Devon Palomino
- 1,316** Geoffrey Osili
- 1,310** Steven Parrish
- 1,310** Bridget



# SA/GA/MGA EXTRA MONTHLY BONUS

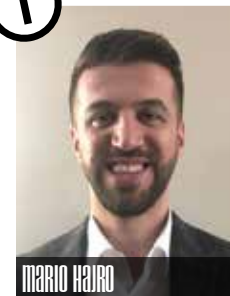


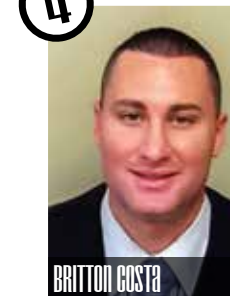

<b>1</b>  <b>TAVLANT BANO</b> \$2,575 S-S-Parks-Salvaggi	<b>2</b>  <b>ENO IFTIU</b> \$1,513 S-S-Parks-Salvaggi	<b>3</b>  <b>ROBERT ENSIGN</b> \$1,397 S-S-Parks-Salvaggi	<b>4</b>  <b>TONY GEORGES</b> \$1,387 S-S-Parks-Salvaggi	<b>5</b>  <b>MARIO HAJRO</b> \$1,288 S-S-Parks-Salvaggi
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<b>6</b>  <b>BRUCE VIAJE</b> \$1,127 Altig-Orlovic	<b>7</b>  <b>MASSOUD VAZIRI</b> \$1,102 Altig-Orlovic	<b>8</b>  <b>NIKOLINA DAMJANOVIC</b> \$1,094 Dustin Venekamp	<b>9</b>  <b>STEVEN DELL</b> \$1,045 Simon Arias	<b>10</b>  <b>MEENAKSHI CHAVIS</b> \$974 Don Foti
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**MARCH BONUS LEADERS** | PAYOUT: \$150,279 | QUALIFIERS: 1,130



# LEADERSHIP BONUS

<b>1</b>  <b>MARIO HAJRO</b> \$69,115 S-S-Parks-Salvaggi	<b>2</b>  <b>MARK NEILSON</b> \$42,029 Altig-Orlovic	<b>3</b>  <b>BRETT BOWLING</b> \$33,974 S-S-Parks-Salvaggi	<b>4</b>  <b>BRITTON COSTA</b> \$32,805 Simon Arias	<b>5</b>  <b>DOREEN RYAN-FOTI</b> \$31,604 Don Foti
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**MARCH BONUS LEADERS** | PAYOUT: \$1,901,894 | QUALIFIERS: 674

<b>\$ 69,115</b> Mario Hajro	<b>\$ 8,058</b> Randall Cook	<b>\$ 4,791</b> William Thomas	<b>\$ 3,383</b> Carey Hartman	<b>\$ 2,517</b> Bradley Fordyce	<b>\$ 1,883</b> Anthony Spataro
<b>42,029</b> Mark Neilson	<b>7,946</b> Patricia Contreras	<b>4,781</b> Daniel Prinzo	<b>3,373</b> Jesse Rennich	<b>2,506</b> Mario Francis	<b>1,883</b> Rachel Brown
<b>33,974</b> Brent Bowling	<b>7,891</b> Hunter Houvener	<b>4,769</b> London Burnett	<b>3,325</b> Carole Idolphine	<b>2,466</b> Nicholas Shanks	<b>1,869</b> Ryan Tucker
<b>32,805</b> Britton Costa	<b>7,725</b> Jinelly Urena	<b>4,744</b> Aaron Parks	<b>3,288</b> George O'Shea	<b>2,450</b> Javier Diaz	<b>1,860</b> Dwayne Nabors
<b>31,604</b> Doreen Ryan-Foti	<b>7,598</b> Kerry Zorns	<b>4,695</b> Jeffrey Espinal	<b>3,267</b> Sean Velasquez	<b>2,432</b> Melinda Skinner	<b>1,858</b> Samuel Cohen
<b>29,882</b> Bobby Gujral	<b>7,507</b> Darcy Schrieber	<b>4,667</b> Joshua Jackson	<b>3,260</b> Zoltan Krecsko	<b>2,430</b> Mary-Delores Ayarzagaita	<b>1,838</b> Daniel Schwartz
<b>29,237</b> Mark Dushaj	<b>7,478</b> Dylan Murphy	<b>4,647</b> David Hausman	<b>3,244</b> Daniel Walton	<b>2,415</b> Michael Musso	<b>1,802</b> Jorge Guerra
<b>27,402</b> Matthew Conrad	<b>7,465</b> Tony Geer	<b>4,641</b> Adrienne Bragas	<b>3,236</b> Ryan McIntosh	<b>2,387</b> Arman Masomzadeh	<b>1,800</b> Rubin Chaimov
<b>26,659</b> Eric Thompson	<b>7,364</b> Matthew Diulus	<b>4,562</b> Paul Kelly	<b>3,223</b> Derya Ekren	<b>2,366</b> Jesse Doherty	<b>1,772</b> Joseph McCallister
<b>24,726</b> Derek Foore	<b>7,303</b> Michael Russin	<b>4,543</b> Angel Martinez	<b>3,199</b> Dan Ikei	<b>2,348</b> Michael Joseph	<b>1,746</b> Samuel Boyle
<b>20,994</b> Elyse Bryan	<b>7,286</b> Michael Clemente	<b>4,532</b> Jessica St Pierre	<b>3,187</b> Theodore Ryan	<b>2,307</b> Omar Billy	<b>1,744</b> Cole Hatfield
<b>18,948</b> Bruce Viaje	<b>7,206</b> Francis Ingulli	<b>4,422</b> Dario Messina	<b>3,183</b> Monica Montgomery	<b>2,299</b> Stephen Jeung	<b>1,733</b> Danielle Morales
<b>18,928</b> Daryl Graham	<b>7,180</b> Zachery Kertulis	<b>4,354</b> Jessica Chang	<b>3,107</b> Michael Raven	<b>2,298</b> Kevin Lowery	<b>1,731</b> Richard Whyte
<b>18,114</b> Sara Vaz	<b>7,087</b> Meaghan Krecsko	<b>4,347</b> Danny Juskiw	<b>3,088</b> Francesca Veltri	<b>2,287</b> Mele Makaui	<b>1,723</b> DeShannon Boyd
<b>18,009</b> Bobby Hamilton	<b>7,034</b> Thomas Vena	<b>4,301</b> Donte Grant	<b>3,085</b> John McGrath	<b>2,281</b> Tennisson Mather	<b>1,710</b> James Winters
<b>17,474</b> Jason Bratin	<b>7,030</b> David Fiscu	<b>4,252</b> Duni Olusegun	<b>2,280</b> Ransney Vazquez	<b>2,280</b> Minh Phung	<b>1,687</b> Minh Phung
<b>17,011</b> Zach Otto	<b>7,017</b> Magda Figueiredo	<b>4,241</b> Payam Sami	<b>2,261</b> Steve Hartman	<b>2,261</b> Steve Hartman	<b>1,667</b> Ronald Rivera
<b>15,878</b> Scott Wheeler	<b>7,013</b> Walter Icaza	<b>4,213</b> Brandon Summerton	<b>2,217</b> Demitrius Lucas	<b>2,217</b> Demitrius Lucas	<b>1,658</b> Ryan Witham
<b>14,420</b> Beau Locker	<b>6,986</b> Sokol Fazliu	<b>4,200</b> James Sodan	<b>2,217</b> Daniel Foore	<b>2,217</b> Daniel Foore	<b>1,649</b> Rex Munsey
<b>13,722</b> Joshua Olin	<b>6,921</b> Elias Boles	<b>4,187</b> Daniel Umbertone	<b>2,203</b> Bilal Farsakh	<b>2,203</b> Bilal Farsakh	<b>1,621</b> Cody Terrell
<b>13,295</b> Mark Lahijani	<b>6,742</b> Matthew Cartwright	<b>4,149</b> Michael Burningham	<b>2,195</b> Young Lee	<b>2,195</b> Young Lee	<b>1,613</b> Matthew Halbmaier
<b>13,244</b> Ryan Stenglein	<b>6,725</b> Taylor Black	<b>4,121</b> Sylvain Kalombo	<b>2,191</b> Jose Viramontes	<b>2,191</b> Jose Viramontes	<b>1,600</b> Nicholas Chuma
<b>12,999</b> Alan Sedaghat	<b>6,688</b> Ryan Hall	<b>3,991</b> Christopher Bungay	<b>2,183</b> Ryan Ohm	<b>2,183</b> Ryan Ohm	<b>1,592</b> Taurean Flournoy
<b>12,799</b> Jovanie Scarlett	<b>6,634</b> Thomas Longino	<b>3,981</b> Daniel G Johnson	<b>2,176</b> Ryan Vance	<b>2,176</b> Ryan Vance	<b>1,582</b> Manale El Awad
<b>12,033</b> Dustin Dunbar	<b>6,572</b> Ariana Jones	<b>3,978</b> Steven Warner	<b>2,170</b> Claudia Jacquet	<b>2,170</b> Claudia Jacquet	<b>1,580</b> Blake Tomblin
<b>11,876</b> Yussuf El-Zein	<b>6,546</b> Ema Gasanin	<b>3,948</b> John Nieves	<b>2,165</b> Dulce Paz	<b>2,165</b> Dulce Paz	<b>1,578</b> Melinda-Rae Lyse
<b>11,634</b> Patrycja Grudzinska	<b>6,454</b> Jeffery Thiel	<b>3,927</b> Shahab Mahdavejad	<b>2,149</b> Christopher Hintz	<b>2,149</b> Christopher Hintz	<b>1,570</b> Tucker Gregor
<b>11,565</b> Luay Ghawi	<b>6,433</b> Brenda Fox	<b>3,922</b> Daniel J Johnson	<b>2,140</b> Johnny Ramos	<b>2,140</b> Johnny Ramos	<b>1,556</b> Sarah McDermott
<b>11,192</b> Kimberly Hamilton	<b>6,429</b> Jeffrey Hall	<b>3,912</b> Tanner Duy	<b>2,133</b> Michael Grelli	<b>2,133</b> Michael Grelli	<b>1,542</b> Brandon Baker
<b>11,097</b> Lauren Coyne	<b>6,305</b> Bobby Szwaja	<b>3,860</b> Michael van Delft	<b>2,810</b> Claude Hamilton	<b>2,131</b> Peter Kwiatkowski	<b>1,523</b> Steven Rios
<b>11,015</b> Bryan Juskiw	<b>6,229</b> Sean Shephard	<b>3,842</b> Patrick Knouse	<b>2,796</b> Jessica Santamarina	<b>2,111</b> Mathew Mealey	<b>1,497</b> Tiffany Babin-Washington
<b>10,747</b> Tiffiney Harmouche	<b>6,206</b> Nicholas Deliberto	<b>3,840</b> Denis-Michael Catalano	<b>2,793</b> Nasr Quadri	<b>2,088</b> Begona Patino-Lopez	<b>1,495</b> Kelly Ekker
<b>10,366</b> Corey Helly	<b>6,172</b> Tyler McKnight	<b>3,807</b> Morgan Lobello	<b>2,767</b> Daniel Pettit	<b>2,079</b> Uziel Lujan	<b>1,495</b> Andrew Wagner
<b>10,041</b> Alipate Makaui	<b>6,152</b> Alix Albright	<b>3,765</b> Mike Paragiu	<b>2,762</b> Jeremy Rivers	<b>2,065</b> Matthew Cessna	<b>1,479</b> Tabitha McDermid
<b>10,010</b> Brody Maughan-Evanson	<b>6,071</b> Jonni Ng	<b>3,754</b> James Sherwood	<b>2,757</b> Matthew Dawson	<b>2,056</b> Melne Hughes	<b>1,464</b> Aaron Parsons
<b>10,001</b> Chase Miller	<b>6,033</b> Michael Mandella	<b>3,753</b> David Carpenter	<b>2,748</b> Shanita Ellmers	<b>2,048</b> Jeffrey Hudson	<b>1,461</b> Brackin Flitton
<b>9,883</b> Travis Vaughn	<b>5,988</b> Clayton Slaughter	<b>3,743</b> Matthew Turnquist	<b>2,738</b> Evan Donoghue	<b>2,027</b> Johnny Ly	<b>1,433</b> Casey Helly
<b>9,455</b> Travis Kovach	<b>5,984</b> Nicole Sanders	<b>3,742</b> Mark Auvil	<b>2,681</b> Candace Minor	<b>2,026</b> Trace Johnson	<b>1,420</b> Alexis Gomez
<b>9,275</b> Sabrina Kryshundayal	<b>5,925</b> Bruce Alford	<b>3,716</b> Jon Morrow	<b>2,658</b> Daniel Dunham	<b>2,013</b> Seth Frisby-Jack	<b>1,410</b> Chad McLaughlin
<b>9,267</b> Gregory Rudolph	<b>5,787</b> Ryan Wilson	<b>3,688</b> Marian Sertler	<b>2,649</b> Jose Anderson	<b>2,013</b> Jacqueline Kabluyen	<b>1,385</b> Awa Babou
<b>9,229</b> Michael Gerstein	<b>5,709</b> Clint Perry	<b>3,630</b> Michael Stuver	<b>2,623</b> Reynolds Akuaoma	<b>2,006</b> Eric Snyder	<b>1,367</b> Kelly Schoenherr
<b>9,138</b> Blake Higuchi	<b>5,699</b> Jeffrey von Kienast	<b>3,623</b> Steven Barton	<b>2,619</b> Phi Phan	<b>1,998</b> Dan Nebraski	<b>1,359</b> Jonathan Da-al
<b>9,106</b> Aaron Friedlander	<b>5,590</b> Travis Stucki	<b>3,539</b> Manique Sala	<b>2,613</b> Steven Dell	<b>1,982</b> Marie Laine	<b>1,359</b> Ross Ewen
<b>8,707</b> Jenny Kim	<b>5,546</b> Atta Saleh	<b>3,530</b> Jonathan Giaco	<b>2,604</b> Anita Ferris	<b>1,969</b> Mohamad Raychouni	<b>1,358</b> Sean Hansen
<b>8,686</b> Justin Hermann	<b>5,349</b> Joshua Krueger	<b>3,484</b> Jessica Willhite	<b>2,601</b> Hayden Davis	<b>1,967</b> William Tompkins	<b>1,345</b> Casey Kunash
<b>8,512</b> Yemi Akinade	<b>5,336</b> Eno Iftiu	<b>3,481</b> Steven Phillips	<b>2,594</b> IP Harris	<b>1,957</b> Elizabeth Chilson	<b>1,336</b> Alexis Pineiro
<b>8,507</b> Tyler Worstell	<b>5,192</b> Asiguy Haugabook	<b>3,458</b> Hunter Welty	<b>2,593</b> Chris McFoy	<b>1,927</b> Chris McFoy	<b>1,321</b> Derron Alexander
<b>8,357</b> Phillip Waisman	<b>5,175</b> Kaitlyn Brandt	<b>3,453</b> James Tolley	<b>2,585</b> Raynaldo Lafontant	<b>1,926</b> Joshua Yurinko	<b>1,319</b> Samisoni Koloa
<b>8,340</b> Alma Lozano	<b>5,156</b> David Wang	<b>3,411</b> Donald DeVoise	<b>2,555</b> Travis Picklesimer	<b>1,925</b> Troy Kasper	<b>1,316</b> Kyle Schroeder-Gumicz
<b>8,284</b> Alex Kae	<b>5,076</b> Andy Batten	<b>3,406</b> Kamal Tayyib	<b>2,553</b> Jennifer Reed	<b>1,919</b> Jagdish Sukhu	<b>1,304</b> Sergio Carta
<b>8,128</b> Andrew Chambers	<b>4,873</b> Rita Rider	<b>3,403</b> Ronald McCormick	<b>2,531</b> Mark Beckford	<b>1,908</b> Levar Morgan	<b>1,303</b> Michael Scatena
<b>8,108</b> Samy Jacques	<b>4,797</b> Darius Rowan	<b>3,397</b> Dina Boghdady	<b>2,528</b> Joseph Gojcaj	<b>1,894</b> Andrew Hynan	<b>1,290</b> Myaa Fallon



# LEADERSHIP BONUS - CONTINUED

\$ 1,287	Amanda Peterson	\$ 1,125	Calvin Irving	\$ 910	David Stuart	\$ 793	Landon Schlag	\$ 650	Gjon Ljuliduraj	\$ 561	Alex Paguio
1,273	William Stull	1,119	Erin Allen	898	Conor Markins	770	Charley Forshae	636	Gregory Huling	556	Jaydan Heron-Smith
1,264	Bryon Eddinger	1,108	Joshua Jahnish-Maltese	897	John Santosuosso	764	Mari Andrade	632	Ashley Smith	547	Shawn Mishra
1,258	Kellie Hoffman	1,105	Raul Rojas	890	Manuel Diaz	763	Tiffany Beadnell	632	Eric Peyton	545	Victoria Perea
1,255	Joshua Reyes	1,094	Juan Olvera	888	James Marks	758	Jacob Brown	629	George Shafiek	542	Sina Heak
1,246	Sean Brannan	1,075	Tristan Dlabik	888	Mayra Robles	755	Justin Diaz	623	Rebecca Mehling	541	Brandon Haley
1,244	Kevin Davis	1,071	Doron Freud	874	Mark Lomonaco	745	Jammal Coleman	623	Stephen Coons	541	Jeanette Ramirez
1,234	Zachary Button	1,060	Stella Roznovan	873	Adam Kidikas	745	Jenna Grula	623	Tammy Gawron	534	Andrew Boulos
1,233	Aref Sayegh	1,051	Walter Henderson	873	Paul Rose	741	Micah Focken	616	Joseph Rotolo	531	Taylor Schoenbeck
1,224	Kevin Butchino	1,045	Alon Barnur	866	Robert Byers	736	Deborah Mitchell	615	Mavrick Fredericks	528	Nicole Barabas
1,219	Iris Saavedra	1,043	Kevin Kondrad	866	Justin Adams	725	Jamel Johnson	614	Richard Pazak	524	Riche Haye
1,204	Jessica Jones	1,032	Dominic Telymonde	856	Dustin Hess	713	Anthony Greco	610	Derrick Mason	523	Marcus Moody
1,201	Shayla Williamson	1,022	Zinsou Ayihonsi	846	Nicki Griffiths	711	Richard Phaturios	609	Lalitha Janardhanan	522	Matthew Russell
1,189	Eric Butt	1,008	Nathaniel Newberry	845	Jonathan Maust	708	Cody Gardner	608	Veronica Coval	520	Terrylynn Wood
1,188	Andrew McQuade	993	James Franklin	845	Kinga Filipiak	702	Regina Koonce	608	Shonda Lewis	509	Andrew McAllister
1,178	Ron-Junior Green	989	Albert Huff	835	Keith Dymnioski	692	Jason Green	608	John Akers	509	Jesse Barker
1,173	Matt Pflueger	969	Dean Gushi	835	Jamell Ramsay	691	Allison Kusgen	602	Tommy Conard	508	Martha Asbell
1,170	Alexander Valencia	963	Brittany Douglas	832	Slavita Hut	684	Michael Patty	601	Sasha Keller-Roach	507	Andrew Severson
1,169	Edmaggie Myrthil	947	Brandon Mogel	830	Edwin Cuevas Quinones	684	Kanella Gilmenakis	600	Frederick Baltimore	505	Delroy Phang
1,165	Cheyenne Malcom	944	Claire Aaby	829	Bethany Evans	684	Daniel LaFontaine	585	Joshua Morris	505	Spencer Simmons
1,162	Deborah Noga	944	William Parmeter	821	Joseph Corwin	677	Scott McCrory	578	Kade Beck	501	David Duddy
1,151	Mathieu Cook	938	Logan Cook	818	David Bilotti	674	Orby Kelley	569	Brandon Dusevic		
1,141	Jordan Hallman	929	Jared Cleckner	812	Holly Bonhorst	657	Alec Seibold	567	Alfredo Garcia		
1,134	Tiffani Tavormina	925	Paul Smith	799	Mitch Duplantis	654	Brayden Briggs	565	Corey Lumley		
1,131	Teba Williams	923	Mitchell Messer	796	Ashley Clarke	651	Sean Gillespie	561	David Duddy		

# REINSTATEMENT BONUS

1



\$4,368  
Don Foti

2



\$3,419  
Serur-Yagjian

3



\$2,524  
Giglione-Ackerman

4



\$2,117  
S-S-Parks-Salvaggi

5



\$2,109  
Simon Arias

**MARCH BONUS LEADERS** | PAYOUT: \$83,381 | QUALIFIERS: 215

\$ 4,368	Sami Mogannam	\$ 1,597	Zachary Hansen	\$ 1,025	Bryan Czajkowski	\$ 852	Ryan Vopat	\$ 623	Ileana Tatafu	\$ 543	Dinah Gawthorne
3,419	Maurice Baritz	1,524	Nadezhda Vitchev	969	Hal Herman	793	Laurekins Pardovani	621	Steven Mason	527	Cody Toth
2,524	Nabil Spahi	1,488	Lawrence Dennis	960	Lidia Meglei	734	Rodney Ward	605	Thajuana Patterson Cole	523	Stephen Coons
2,117	Mitchell Look	1,434	Scott Davison	960	Zenon Zorij	720	Olga Tsybmal	589	Jenny Alvarez	518	Leonard Budiac
2,109	Joseph Faisant	1,218	Jack Keiderling	956	Carolyn Havens	704	Derron Alexander	587	Kareem Mutia	507	Sean Velasquez
2,052	Benton Tong	1,212	Alvin Hagens	911	Megan Russell	667	Susan daCruz	586	Andrea Yee		
1,929	Dason Phaul	1,201	Scott Dillingham	880	Loraine Patterson	627	Gina Kramer	572	Samisoni Koloa		
1,807	Bradley Weigand	1,164	Marc D'Emilia	865	Linda White	624	Christiana Bouligny	570	Dawid Liniewski		

# RGA LEADERSHIP BONUS

1



\$25,135  
Altig-Orlovic

2



\$22,199  
Simon Arias

3



\$21,799  
Zach Hart

**MARCH BONUS LEADERS** | PAYOUT: \$321,449 | QUALIFIERS: 90









\$ 25,135	Bobby Gujral	\$ 8,279	Robert Janev	\$ 3,628	Michael Gerstein	\$ 1,993	Hunter Houvener	\$ 893	Aaron Parks
22,199	Matthew Diulus	6,924	Luay Ghawi	3,499	Beau Locker	1,915	David Carpenter	863	Michael Russin
21,799	Ryan Fickert	5,716	Asiguy Haugabook	3,303	Kyle Wrobel	1,660	Charles Ferrari	807	Randall Cook
16,170	Mark Neilson	5,023	Doreen Ryan-Foti	3,005	Chris La Fond	1,650	Patrick Knouse	717	Mark Dushaj
16,123	Thomas Vena	4,910	Andy Batten	2,977	Tommy Conard	1,520	Dustin Dunbar	704	Jesse Rennich
15,360	Justin Adams	4,837	Joshua Olin	2,957	Michael Clemente	1,470	William Parmeter	685	Lauren Coyne
14,266	Christopher Hintz	4,827	Brian Schreiter	2,781	Walter Icaza	1,466	Bobby Hamilton	616	Kay Pomroy
10,349	Levar Morgan	4,549	Morgan Lobello	2,647	Shahab Mahdavinejad	1,433	Sean Velasquez	520	Mark Beckford
9,320	Corey Helly	4,455	Paul Kelly	2,617	Tyler Worstell	1,301	Mike Paragiou		
9,122	Matthew Turnquist	4,358	Ryan Wilson	2,310	Ryan Stenglein	1,293	Melinda-Rae Lyse		
8,747	Joshua Dishong	4,265	George O'Shea	2,100	Jeffrey Hall	1,268	Jonathan Jones		
8,621	Reynolds Akuamo	3,829	Marian Sertler	2,073	Brandon Summerton	1,228	Brody Maughan-Evanson		










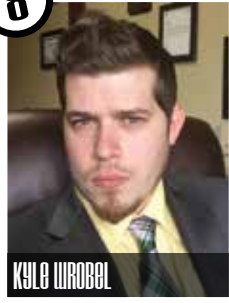




# MGA/RGA GROWTH BONUS







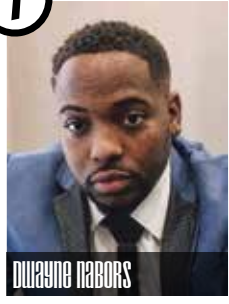



## MGA

<b>1</b>  <b>MATTHEW CONRAD</b> \$104,393 S-S-Parks-Salvaggi	<b>2</b>  <b>BRITTON COSTA</b> \$96,897 Simon Arias	<b>3</b>  <b>WALTER ICAZA</b> \$87,589 Beto Quintero	<b>4</b>  <b>BEAU LOCKER</b> \$53,737 Matt Henderson	<b>5</b>  <b>DORREN RYAN-FOTI</b> \$49,670 Don Foti
<b>6</b>  <b>JEFFERY THIEL</b> \$46,821 S-S-Bendure-Hartwig	<b>7</b>  <b>DUSTIN DUNBAR</b> \$38,023 Dustin Venekamp	<b>8</b>  <b>BOBBY GURAL</b> \$37,583 Altig-Orlovic	<b>9</b>  <b>BOBBY HAMILTON</b> \$32,183 Altig-Orlovic	<b>10</b>  <b>COREY HOLLY</b> \$32,086 Giglione-Ackerman

## RGA

<b>1</b>  <b>MATTHEW DIVLUS</b> \$33,914 Simon Arias	<b>2</b>  <b>RYAN FICKERT</b> \$17,455 Zach Hart	<b>3</b>  <b>RYAN WILSON</b> \$13,357 Philip Prata	<b>4</b>  <b>JUSTIN ADAMS</b> \$13,122 Simon Arias	<b>5</b>  <b>BOBBY GURAL</b> \$12,522 Altig-Orlovic
<b>6</b>  <b>MICHAEL GORKSTEIN</b> \$11,230 Giglione-Ackerman	<b>7</b>  <b>CHRISTOPHER HILTZ</b> \$9,202 Altig-Orlovic	<b>8</b>  <b>KYLA WIROBEL</b> \$7,284 Michael Vasu	<b>9</b>  <b>ROBERT JAREV</b> \$6,827 Sabrina Lloyd	<b>10</b>  <b>PAUL KELLY</b> \$6,664 Steve Friedlander

## MGA ROOKIES






<b>1</b>  <b>DEREK FODOR</b> \$33,289 S-S-Parks-Salvaggi	<b>2</b>  <b>GREGORY RUDOLPH</b> \$18,420 Simon Arias	<b>3</b>  <b>DYLAN MURPHY</b> \$13,885 Simon Arias	<b>4</b>  <b>MARK LAWJANI</b> \$13,136 Theodore Pappas	<b>5</b>  <b>DENNIS-MICHAEL CATALANO</b> \$6,250 Joseph Diecedue
<b>6</b>  <b>DANIEL WALTON</b> \$5,481 S-S-Bendure-Hartwig	<b>7</b>  <b>DUAYNE NABORS</b> \$5,426 A-O-Orng	<b>8</b>  <b>ANDREW HYMAN</b> \$5,417 Altig-Orlovic	<b>9</b>  <b>THOMAS LONGINO</b> \$4,311 Don Foti	<b>10</b>  <b>JESSICA ST PIERRE</b> \$4,214 Kris Thieme

**MARCH BONUS LEADERS** | PAYOUT: \$1,629,904 | QUALIFIERS: 183





# SA/GA DIRECT CODE FIELD TRAINING BONUS

<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
				
<b>BRICA ROBERTSON</b> \$13,834 Simon Arias	<b>RAHUL BHAGWANKAR</b> \$11,989 Sabrina Lloyd	<b>VINCENT WORKMAN</b> \$11,881 Chad Deley	<b>MICHAEL JANG</b> \$10,080 Sabrina Lloyd	<b>WILLIAM THOMAS</b> \$10,048 S-S-Parks-Salvaggi

- |  |   |  |  |  |   |
|--|---|--|--|--|---|
| <ul style="list-style-type: none"> <li>\$ 724 Julisa Perido</li> <li>719 Fritzell Anderson</li> <li>718 Glenn Arakawa</li> <li>710 Claudia Jacquet</li> <li>709 Nicholas Chuma</li> <li>697 Sarah Herbold</li> <li>692 Alexander McGaw</li> <li>692 Samuel Artzis</li> <li>680 Monica McKinney</li> <li>676 Dina Boghdady</li> <li>674 Aaron Osterrieder</li> <li>671 Kathryn Gilluly</li> <li>671 Patrick Morgan</li> </ul> | <ul style="list-style-type: none"> <li>\$ 667 Jacob Dorrance</li> <li>662 Colin Ghee</li> <li>662 Brandon Eck</li> <li>658 Donald Gerstner</li> <li>656 Amber Fitzmartin</li> <li>653 Stephanie Dunbar</li> <li>651 Kevin Dimery</li> <li>651 Paul Torman</li> <li>649 Joshua Morris</li> <li>646 Jenny Alvarez</li> <li>644 Shonda Lewis</li> <li>637 Kellie Hoffman</li> <li>630 Jessica Daniels</li> </ul> | <ul style="list-style-type: none"> <li>\$ 630 Brittany Williams</li> <li>628 Anthony Allonardo</li> <li>626 Tereanio Edgar</li> <li>623 Alisa Lyapkova</li> <li>621 Joseph McCallister</li> <li>620 Joseph Gibbs</li> <li>615 Brandon Haley</li> <li>614 Andres Morales</li> <li>607 Brian Freeman</li> <li>605 Emi Yokoyama</li> <li>602 Mahdi Wade</li> <li>601 Joshua Kellar</li> <li>599 Fouad Gerges</li> </ul> | <ul style="list-style-type: none"> <li>\$ 597 Ronald Davis</li> <li>590 Keeland Bryant</li> <li>589 Sasha Keller-Roach</li> <li>587 Schaeffer Chorney</li> <li>587 Myaa Fallon</li> <li>587 Jesse Barker</li> <li>586 Dianka Blash</li> <li>585 Elyse Ruzicka</li> <li>578 Cameron Eng</li> <li>574 Matthew Dexter</li> <li>574 Karima Hartani</li> <li>573 Zachary Anderson</li> <li>568 Betsy Adney</li> </ul> | <ul style="list-style-type: none"> <li>\$ 567 Troy Young</li> <li>566 Alexis Gomez</li> <li>562 Carolyn George</li> <li>562 Tracey Miller Brown</li> <li>559 Zonia Ramirez</li> <li>554 Joseph Provenzano</li> <li>554 Justin Thompson</li> <li>553 Jordan Atkinson</li> <li>548 Sanyo Galloway</li> <li>540 Jheanelle Hughes</li> <li>539 Chad Muise</li> <li>539 Mariam Shahid</li> <li>539 Justin Boes</li> </ul> | <ul style="list-style-type: none"> <li>\$ 530 Logan Akers</li> <li>527 Jake Gelb</li> <li>526 Stephanie Harris</li> <li>519 Henry Brown</li> <li>518 Justin Embree</li> <li>515 Kevin Kondrad</li> <li>510 Jacob Collins</li> <li>510 Ervin Cruz</li> <li>509 Trinity Walker</li> <li>506 Alexander Rollo</li> <li>504 Patricia Isabell</li> <li>500 Alex Miller</li> </ul> |
|--|---|--|--|--|---|

**MARCH BONUS LEADERS** | PAYOUT: \$814,186 | QUALIFIERS: 652

**7 BONUS TOTAL: \$7,686,533**

- |  |  |  |  |   |   |
|--|--|--|--|---|---|
| <ul style="list-style-type: none"> <li>\$ 13,834 Erica Robertson</li> <li>11,989 Rahul Bhagwankar</li> <li>11,881 Vincent Workman</li> <li>10,080 Michael Jang</li> <li>10,048 William Thomas</li> <li>7,965 Oscar Garcia-Gamez</li> <li>7,770 Gjon Ljuljduraj</li> <li>7,410 Mele Makaui</li> <li>7,400 Tristan Dlabik</li> <li>7,128 Nauleni Tuionetoa</li> <li>6,800 Landon Schlag</li> <li>6,720 Avery Allmond</li> <li>6,518 Marika Blackmon</li> <li>6,450 Aaron Ebel</li> <li>6,141 Jenna Grula</li> <li>6,109 Dominick Williams</li> <li>6,029 Selma Ogresovic</li> <li>5,978 Joseph Gocjaj</li> <li>5,897 Jennifer Wall</li> <li>5,831 Sergio Carta</li> <li>5,576 Arif Hajro</li> <li>5,546 Brooklynn Ross</li> <li>5,341 Shawn Mishra</li> <li>5,034 Erna Gasanin</li> <li>4,969 Mary Franklin</li> <li>4,873 David Garcia</li> <li>4,763 Christian Gocjaj</li> <li>4,746 Joanna Strzelec</li> <li>4,712 Dulce Paz</li> <li>4,699 Eyad Awdi</li> <li>4,588 Michael Ezeafulukwe</li> <li>4,550 Rubin Chaimov</li> <li>4,530 Carlos Iraheta Barrientos</li> <li>4,467 Emily Kayser</li> <li>4,435 Johnathan Kyte</li> <li>4,412 Adam Carlile</li> <li>4,376 Abbas Abdul-Khaliq</li> <li>4,150 Nicole Mead</li> <li>4,117 Zaineb Al Alak</li> <li>3,829 Devin Liston</li> <li>3,801 Janelle Dutra</li> <li>3,753 Michelle Olivo</li> <li>3,660 Andrew Severson</li> <li>3,629 Joshua Sonnabend</li> <li>3,557 Alfredo Garcia</li> <li>3,528 Omarie Dukie</li> <li>3,486 Victoria Perea</li> <li>3,386 Naim Abdulahad</li> <li>3,374 Daniel Prinzo</li> <li>3,302 Joseph Kanaan</li> <li>3,291 Brittany Luke</li> <li>3,270 Mark Bernsdorff</li> <li>3,257 Raheem Katrib</li> </ul> | <ul style="list-style-type: none"> <li>\$ 3,226 Iris Saavedra</li> <li>3,222 Pablo Solis</li> <li>3,221 Manuel Diaz</li> <li>3,203 Allan Allas</li> <li>3,180 Ross Ewen</li> <li>3,151 Regina Lee</li> <li>3,108 Reynaldo Lafontant</li> <li>3,099 Joan Hannon</li> <li>3,085 Ansel Duesenberg</li> <li>3,071 John Santosuosso</li> <li>3,058 Rosemary Soto</li> <li>3,044 Ashley Clarke</li> <li>2,999 Ekemini Essien</li> <li>2,938 Jaydan Heron-Smith</li> <li>2,910 Nina Blackmon</li> <li>2,905 Jagdish Sukhu</li> <li>2,860 Erik Geer</li> <li>2,857 Joseph Stapleton</li> <li>2,839 Aleanya Moore</li> <li>2,829 Angela Rodriguez</li> <li>2,810 Angel Sparkes</li> <li>2,806 Holly Bonhorst</li> <li>2,805 Adebamidele Ogunlade</li> <li>2,763 Carey Hartman</li> <li>2,738 Marie Laine</li> <li>2,683 Gregory Huling</li> <li>2,667 Brittany Dalcais</li> <li>2,656 Steven Rios</li> <li>2,647 Dustin Hess</li> <li>2,584 Javier Diaz</li> <li>2,531 Alyssa Libby</li> <li>2,530 Rangji Witika</li> <li>2,455 Daniel Pacheco</li> <li>2,445 Michael Williams</li> <li>2,445 Jesus Romero</li> <li>2,421 Carole Idolphine</li> <li>2,414 Manique Sala</li> <li>2,408 Justin Rydzziel</li> <li>2,394 Austin Edwards</li> <li>2,388 Richard Whyte</li> <li>2,343 Michael Giachetti</li> <li>2,341 Victor Weber</li> <li>2,301 Michael Barlettano</li> <li>2,274 Anthony Spataro</li> <li>2,262 Dustin Holtz</li> <li>2,253 Michel Merinos</li> <li>2,236 Elaina Vecchio</li> <li>2,235 Eric Rodriguez</li> <li>2,230 Michael Helgeson</li> <li>2,222 Andrew Flores</li> <li>2,163 Joseph Grider</li> <li>2,157 Asad Ahmed</li> <li>2,153 Samuel Boyle</li> </ul> | <ul style="list-style-type: none"> <li>\$ 2,141 Delroy Nichols</li> <li>2,135 Phillip Rigoli</li> <li>2,092 Mayra Robles</li> <li>2,090 Anton Donets</li> <li>2,065 Juan Olvera</li> <li>2,024 Nicole lentile</li> <li>2,020 Abigail Graham</li> <li>2,011 Ashlon Rhett</li> <li>2,010 Adriana Neagu</li> <li>1,997 Lindsay Staffieri</li> <li>1,995 Ryan Torres-Torioka</li> <li>1,979 Cody Allen</li> <li>1,965 Donovan Charleston</li> <li>1,956 James Tolley</li> <li>1,940 Jeremy Hollister</li> <li>1,917 Richard Zuccato</li> <li>1,904 Rajat Shrestha</li> <li>1,899 Nicki Griffiths</li> <li>1,886 Selina Maldonado</li> <li>1,878 Evelyn Howell</li> <li>1,878 Matthew Roebke</li> <li>1,874 Kamal Tayyib</li> <li>1,861 Jeffrey A Smith</li> <li>1,854 Robert Wright</li> <li>1,842 Kanella Giimenankis</li> <li>1,818 Tyler Boulden</li> <li>1,812 Rachael Vanderlee</li> <li>1,804 Richard Tabanji</li> <li>1,779 Yohan Jayasingha</li> <li>1,773 Javier Diaz</li> <li>1,769 Armando Rivera</li> <li>1,728 Walna Allen</li> <li>1,725 Bryan Froneyerberger</li> <li>1,710 Yamid Mendoza Sanchez</li> <li>1,708 Christopher Nash</li> <li>1,682 Trace Johnson</li> <li>1,678 Marcus Moody</li> <li>1,677 David Stuart</li> <li>1,668 Victoria Wheatley</li> <li>1,649 Octavio Villa</li> <li>1,648 James Muir</li> <li>1,629 Kevin Kennedy</li> <li>1,624 Charles Purnell</li> <li>1,614 Lukess Joseph</li> <li>1,614 Kelly Schoenherr</li> <li>1,614 Conor McGowan</li> <li>1,613 Alexander Pham</li> <li>1,612 Russell Erhardt</li> <li>1,608 Nabil Atallah</li> <li>1,591 Jordan Lacy</li> <li>1,590 Tyrone Bailey</li> <li>1,582 Jenny Kim</li> <li>1,569 Arneah Little</li> </ul> | <ul style="list-style-type: none"> <li>\$ 1,567 Jordan Viaje</li> <li>1,560 Christine Morris</li> <li>1,559 Lisa Richardson</li> <li>1,559 Ana Vea</li> <li>1,552 Ryan Vance</li> <li>1,541 Orby Kelley</li> <li>1,539 Brandon Warren</li> <li>1,537 Tyler Dahlin</li> <li>1,534 Brackin Flitton</li> <li>1,527 Andjalie Elizer</li> <li>1,517 Mitchell Messer</li> <li>1,498 Deaveon Francisco</li> <li>1,495 Jonathan Maust</li> <li>1,494 Adrienne Lawrence</li> <li>1,489 Tiffany Beadnell</li> <li>1,486 Maria M Ramirez</li> <li>1,483 Jamel Johnson</li> <li>1,482 Brett Cummings</li> <li>1,473 Bryan Leonard</li> <li>1,471 Tyler Green</li> <li>1,467 Gara Donaldson</li> <li>1,463 Ramon Kemp</li> <li>1,451 Doris Martinez Garcia</li> <li>1,449 Cheyanne Malcom</li> <li>1,448 Joshua Jahnish-Maltese</li> <li>1,447 Christopher Gil</li> <li>1,446 Bilal Farsakh</li> <li>1,445 Bradley Schwartz</li> <li>1,440 Marlene Barrett</li> <li>1,439 Rebecca Mehlinger</li> <li>1,430 Dean Gushi</li> <li>1,428 Velvet Johnson</li> <li>1,425 Kinga Filipiak</li> <li>1,422 Kortisha Brooks</li> <li>1,417 Holly Soares</li> <li>1,415 Frederick Baltimore</li> <li>1,413 Brian Anderson</li> <li>1,396 Alexander Valencia</li> <li>1,392 Ana Cimaroesti</li> <li>1,387 Jennifer Kauer</li> <li>1,376 Gregory Caldwell</li> <li>1,374 Walter Henderson</li> <li>1,369 Devin Poopaa</li> <li>1,365 Robin Gonzalez</li> <li>1,364 Raymond Praytor</li> <li>1,356 Roberto Rodriguez</li> <li>1,350 Kendra Cook</li> <li>1,346 Adam Kidikias</li> <li>1,335 Jammal Coleman</li> <li>1,324 Timothy Welsh</li> <li>1,322 Eric Butt</li> <li>1,308 Quea Ramos</li> <li>1,306 Ashton Chaney</li> </ul> | <ul style="list-style-type: none"> <li>\$ 1,302 Aaron Patt</li> <li>1,296 Bryanna Campos</li> <li>1,280 Martin Salavec</li> <li>1,276 Xander Davis</li> <li>1,267 Mohamad Raychouni</li> <li>1,253 Nicholas Davis</li> <li>1,251 Raymond Clawson</li> <li>1,245 Keith Dymnioski</li> <li>1,239 Uziel Lujan</li> <li>1,236 Garkeiva Council</li> <li>1,207 Jessica Rosenberg</li> <li>1,199 Tahis Quintero Bonilla</li> <li>1,199 Hayden Davis</li> <li>1,197 Evelin Castro-Sharif</li> <li>1,197 Veronica Coval</li> <li>1,196 Jack Craig</li> <li>1,187 Isaiah Bruce</li> <li>1,159 Kyle Vanderwalker</li> <li>1,156 Reagan Edwards</li> <li>1,155 Connor Beleznay</li> <li>1,153 Hunter Welty</li> <li>1,149 Edrick Tercero</li> <li>1,144 Randy Ortiz</li> <li>1,136 Migdalia Perez</li> <li>1,126 Carl Henry</li> <li>1,126 Osvaldo Michel Barraza</li> <li>1,124 Frank Russell</li> <li>1,120 Levi Szanto</li> <li>1,091 Aref Sayegh</li> <li>1,085 Italia Moore</li> <li>1,084 Demitrius Lucas</li> <li>1,074 Tina Nelson</li> <li>1,065 Aaron McKenney</li> <li>1,062 Stephen Davis</li> <li>1,059 Wesley Warren-Camp</li> <li>1,058 Ariel McAlister</li> <li>1,056 Angela Waller</li> <li>1,054 Donald Stone</li> <li>1,053 Skylar Chauvin</li> <li>1,051 Brien Spier</li> <li>1,037 Jessica Chang</li> <li>1,027 Mickey Adkins</li> <li>1,006 Mark Diskin</li> <li>1,006 LaKaisha Loyd</li> <li>1,003 Byron Bishop</li> <li>1,000 Ho Tran</li> <li>995 David Stadler</li> <li>995 Lalitha Janardhanan</li> <li>993 Alexandria Battiste</li> <li>993 Conor Markins</li> <li>981 Shawna Parker</li> <li>970 Christopher Belleperche</li> <li>969 Nardia Bowen</li> </ul> | <ul style="list-style-type: none"> <li>\$ 963 Adrian Acevedo</li> <li>944 Robert Byers</li> <li>943 Sherine Zahra</li> <li>935 Brandon Dusevic</li> <li>924 Hugh Benn</li> <li>921 Aubrey Kettle</li> <li>920 David Bassnett</li> <li>918 Luis Corella Aguayo</li> <li>914 Eric Knox</li> <li>910 Jordan T Jones</li> <li>909 Eric Machin</li> <li>902 Funmilola Elumade</li> <li>896 Cleon Deal</li> <li>890 Debra Small</li> <li>885 Brian Obrecht</li> <li>878 Syed Bukhari</li> <li>878 Ariana Jones</li> <li>878 Christina Stolle</li> <li>868 Deborah Mitchell</li> <li>860 Mari Andrade</li> <li>860 Brandon Copeland</li> <li>859 Sayed Hashimi</li> <li>850 Pihana Kea</li> <li>826 Felipe Machado-Santanna</li> <li>825 Brady Sylvester</li> <li>823 Jalene Kicinski</li> <li>817 Tiffani Tavormina</li> <li>813 Nelson Desmond</li> <li>808 Christopher McGlynn</li> <li>807 Ryan Praedel</li> <li>803 Trevor Smith</li> <li>800 Giovanni Williams</li> <li>797 Casey Stathopoulos</li> <li>794 Sean Gillespie</li> <li>792 Lidia Meglei</li> <li>786 Jadwiga Martins</li> <li>785 Sione Maumau</li> <li>783 Taylor Schoenbeck</li> <li>783 Nelson Figueroa</li> <li>779 Alejandro Pineda</li> <li>777 Amy Gardner</li> <li>773 Brendan Bradfield</li> <li>766 Adedara Adeoye</li> <li>765 Eric DeJohn</li> <li>758 Andrew McAllister</li> <li>757 Daniel Zotter</li> <li>756 Kristopher Galindez Rodriguez</li> <li>753 Cynthia Hettchen</li> <li>746 William Tompkins</li> <li>735 Peter Baney</li> <li>728 Alec Seibold</li> <li>726 Mathew Gillette</li> </ul> |
|--|--|--|--|---|---|

<b>WORLD'S GREATEST</b> \$2,785,440	<b>SA/GA/MGA EXTRA</b> \$150,279	<b>LEADERSHIP</b> \$1,901,894	<b>RGA LEADERSHIP</b> \$321,449	<b>REINSTATEMENT</b> \$83,381	<b>MGA/RGA GROWTH</b> \$1,629,904	<b>SA/GA TRAINING</b> \$814,186
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All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,500 weekly ALP minimum achievement level

## DIRECTORS OF THE MONTH



*Leaders growing leaders*

**Sales Director of the Month**



**John Ophals**

John had 116.50% growth over March 2018.

**PR Director of the Month**



**Michelle Baxter**

Michelle met 87.43% of Objective during March 2019.



# MILLION DOLLAR CLUB

Another champion, another milestone!  
Each champion will receive a bonus of \$5,000 and the Million Dollar Club Award.  
Congratulations on your achievements!



**Joey Kennedy**  
Altig-Orlovic  
Contracted 10/31/96  
Qualified 3/31/19  
\$3,023,302 Net ALP



**Bruce Viaje**  
Altig-Orlovic  
Contracted 11/3/08  
Qualified 3/31/19  
\$1,052,222 Net ALP



**Bryan Juskiw**  
S-S-Bendure-Hartwig  
Contracted 7/24/13  
Qualified 3/31/19  
\$1,017,109 Net ALP

# FOUNDERS CLUB

March Qualifiers—  
Outstanding Producers & PR Representatives:



**Kevin Ishikane**  
Altig-Orlovic  
1 Qualification  
\$93,907 Net ALP  
88.5 RET



**Lily Sakai**  
Cohen-Cohen  
29 Qualifications  
\$73,412 Net ALP  
79.7 RET



**Joseph Sarasin**  
S-S-Bendure-Hartwig  
9 Qualifications  
\$129,131 Net ALP  
83.2 RET



**Jean Joseph**  
Tom Williams  
1 Qualification  
\$90,015 Net ALP  
80.5 RET



**Mark Lomonaco**  
Altig-Orlovic  
7 Qualifications  
\$67,666 Net ALP  
79.0 RET



**Arif Hajro**  
S-S-Parks-Salvaggi  
1 Qualification  
\$120,801 Net ALP  
100.0 RET



**Douglas Clarke**  
Joseph Diecedue  
4 Qualifications  
\$76,330 Net ALP  
87.8 RET



**Joachim Jean**  
Laura Fisher  
7 Qualifications  
\$62,488 Net ALP  
96.0 RET

# TAKING THE EXTRA STEP TO GREATNESS



**David Zophin**  
President  
AIL/NILICO Agency Divisions

**IT MIGHT NOT BE WRITTEN EXACTLY** like this in my job description, but my job really all boils down to making sure you guys succeed. And not just succeed, but truly reach greatness in your careers. If that means you guys get all the glory, fame, and recognition while I work from the sidelines, that's fine by me ... because when you guys do something exceptional, that means I'm doing my job, and I'm doing it well. The truth is, I care way too much about all of you to allow any of you to be mediocre. I didn't leave the field for mediocre, and I didn't take on this job to maintain the status quo. I'm working every day to make sure you're pushing through the blockades, reaching new heights, and breaking records. And if you guys aren't doing those things – if you're not reaching your full potential – I'm not doing my job.

If you're reading this right now wondering just *how* you can reach your full potential, the first step is making sure you have great goals. If you aren't jumping out of bed every morning before your alarm goes off, it may be your visions simply are not big enough. Make sure you're working toward something that excites you and compels you to push yourself to the limit (and maybe even a little farther).

As with every goal that's worth fighting for, you're going to encounter some obstacles along the way. What matters is how you react to those obstacles. Are you going to let them keep you from your dreams? Or are you going to push even harder? How you answer those questions depends on your character. If you own your character, you'll never allow yourself to post results beneath your capability. So ask yourself, *What's my character worth?* If you realize that you have the character to achieve greatness, you know the journey won't always be easy, but the destination is worth it. The sacrifice is always worth it.

The bottom line is if you want a better tomorrow, you have to push harder today. You have to be willing to step outside your comfort zone, get a little uncomfortable, and give this career all you've got. And that goes for all of

**"IT'S TIME TO TAKE OWNERSHIP OF ALL WE DO."**

us – it's time to take ownership of all we do. We have to own our actions, our decisions, our success, our results, and our team name. We can't ever settle for 'good enough,' because we all know that's not good enough! There is a whole world of greatness we can all tap into if we're willing to step forward and grab it, and I hope every one of you are ready to take that step with me.

So let's get out there and remember that *we own it*. Let's redefine possible together, starting today. 🙌





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